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**NEWS AT HOME**

- ABS Demand Rebounds ..... 5
- Acid Rain Standards Met ..... 18
- Air Products' Cogeneration ..... 5
- Biopesticides Exemptions OK'd ..... 4
- Borg-Warner To Sell Unit ..... 9
- Calcium Lactate OK'd ..... 15
- Carbide's Income Up ..... 8
- Chemed, Merck Agree ..... 23
- Chemicals, Utilities Cited ..... 4
- Cyanide Law Drews Praise ..... 5
- Dioxin Burn Test Slated ..... 4
- Drug Bill Under Pressure ..... 7
- Drug Makers Pledge Research ..... 6
- Drug Temperer Sentenced ..... 4
- EPA Awards \$9MM Contract ..... 44
- Ethyli Hikes Ibuprofen ..... 4
- Fertilizer Retailers Studied ..... 7
- Gas-Methanol Gate Boost ..... 3
- Gasohol Victim of Stump ..... 4
- Grace Retail Outlets Sold ..... 7
- Henley and ABM Charged ..... 28
- Hercules Restructures Film Unit ..... 45
- High Solids Called More Effective ..... 44
- IBA Elects Board ..... 28
- Locitrin Chooses Butterworth ..... 5
- Lonza Charged on TSCA ..... 5
- Methylene Chloride Needs Study ..... 27
- Monsanto Sourcing Containers ..... 9
- Morton Thiokol's Earnings ..... 9
- NPK Consumption Stifled ..... 3
- Paint Spray Coats Skyscraper ..... 25
- Petrochemical Seen Profitable ..... 13
- Pollution Firm Acquired ..... 66
- Reagan Mulls Waste ..... 12
- Squibb Vaccine Battles Flu ..... 28
- Superfund Suit Alleges ..... 7
- Toxic Waste Reduction ..... 3
- Vista Selects Segnar ..... 7
- Vulcan Chemicals Slides ..... 9
- Westlake Expands ..... 4
- Widger Picks Montgomery ..... 4

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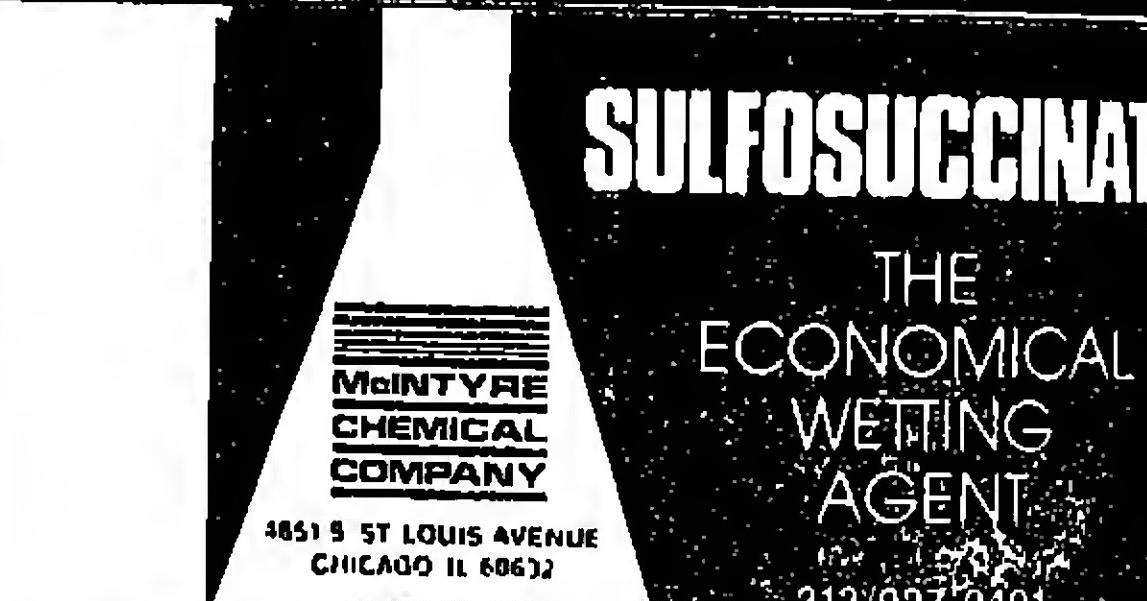
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**CHESEBROUGH SELLS:**

Nonstrategic chemicals and related businesses including chloralkali and fabricated plastics go on the block. .... Page 9

**ANIMAL DRUGS:** USDA says a committee of experts has taken an first step towards coordinating standards for some animal drugs. .... Page 25

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**CMR MARKET INDEX**

	Oct. 31, 1986	152.13
Oct. 17, 1986	151.25	
Oct. 3, 1986	151.60	
Nov. 1, 1985	153.29	

Chemical Prices Start on Page 48

**CHEMICAL MARKETING CUES**

REPORTER's market index of chemicals and related materials (100=1974 average), based on 97 key commercial chemicals, appears alongside with data for two weeks ago, last month and last year.

**VITAMINS:** Roche and Takeda launch separates. .... Page 11

**PEANUT OIL:** Far less oil will be available from year's harvest. .... Page 47

**Chemical Marketing Reporter**

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NEWSPAPER OF RECORD IN THE FIELD OF CHEMICALS

**INSIDE CMR****CELANESE TO HOECHST:**

Hoechst and Celanese cement a long relationship by signing a pact, under which the US firm will be acquired. .... Page 3

**DOWN VIEW:** Basic chemicals are achieving parity with specialty chemicals, after seven lean years, say officials of Dow Chemical. .... Page 5

**UCC DEBT:** Carbide unveils a plan to retire or convert much of the debt it incurred while fighting off GAF's unsolicited tender offer earlier this year. .... Page 9

**AUTO PLASTIC:** Du Pont hopes to rapidly penetrate the automotive market with improved, cheaper version of polycarbonate resins. .... Page 7

**ELECTIONS:** Key Senate committee shifts as a result of the Democrats' victory last week will change the chemical legislative agenda. .... Page 3

**CHESEBROUGH SELLS:** Nonstrategic chemicals and related businesses including chloralkali and fabricated plastics go on the block. .... Page 9

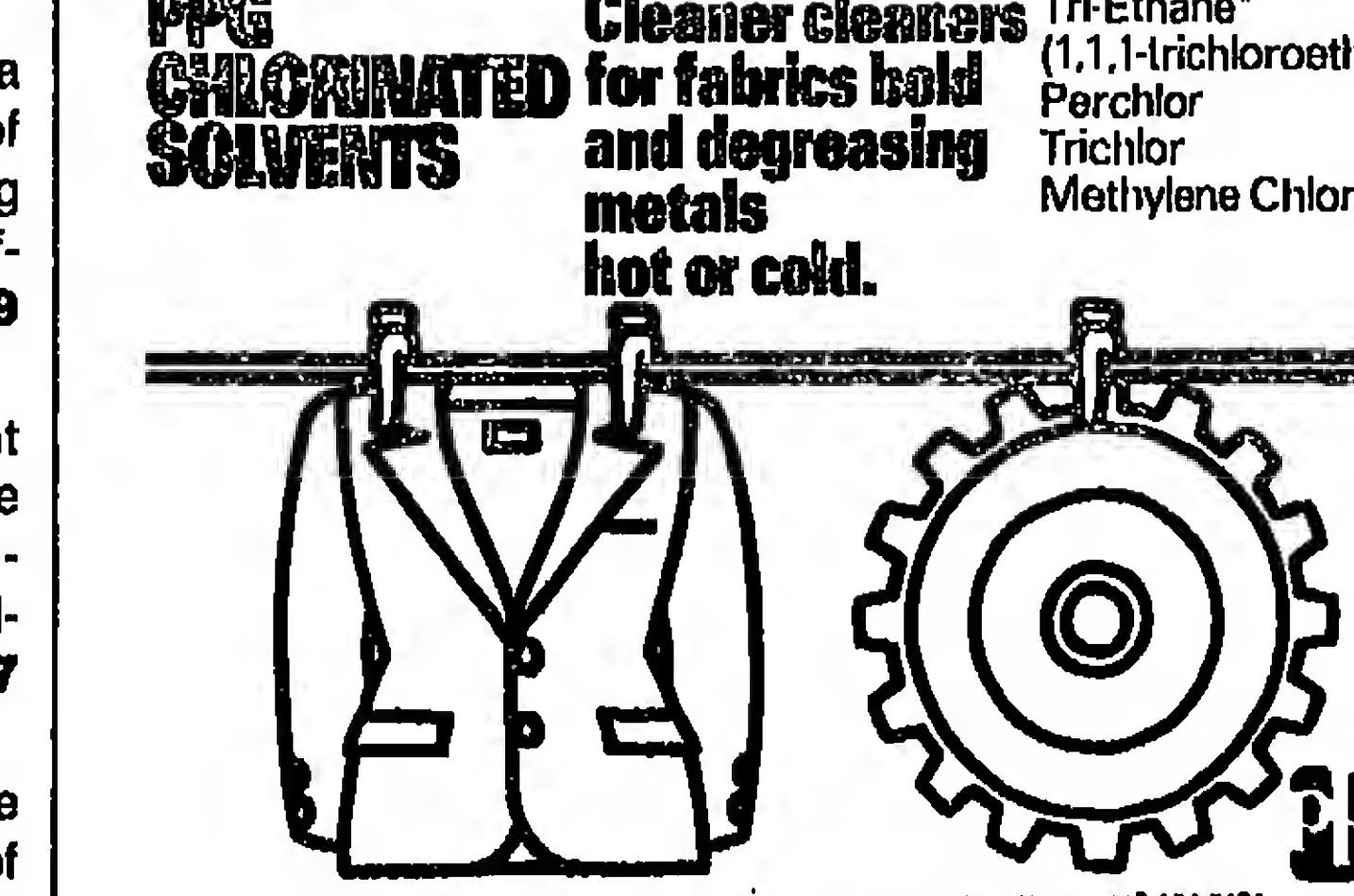
**ANIMAL DRUGS:** USDA says a committee of experts has taken an first step towards coordinating standards for some animal drugs. .... Page 25

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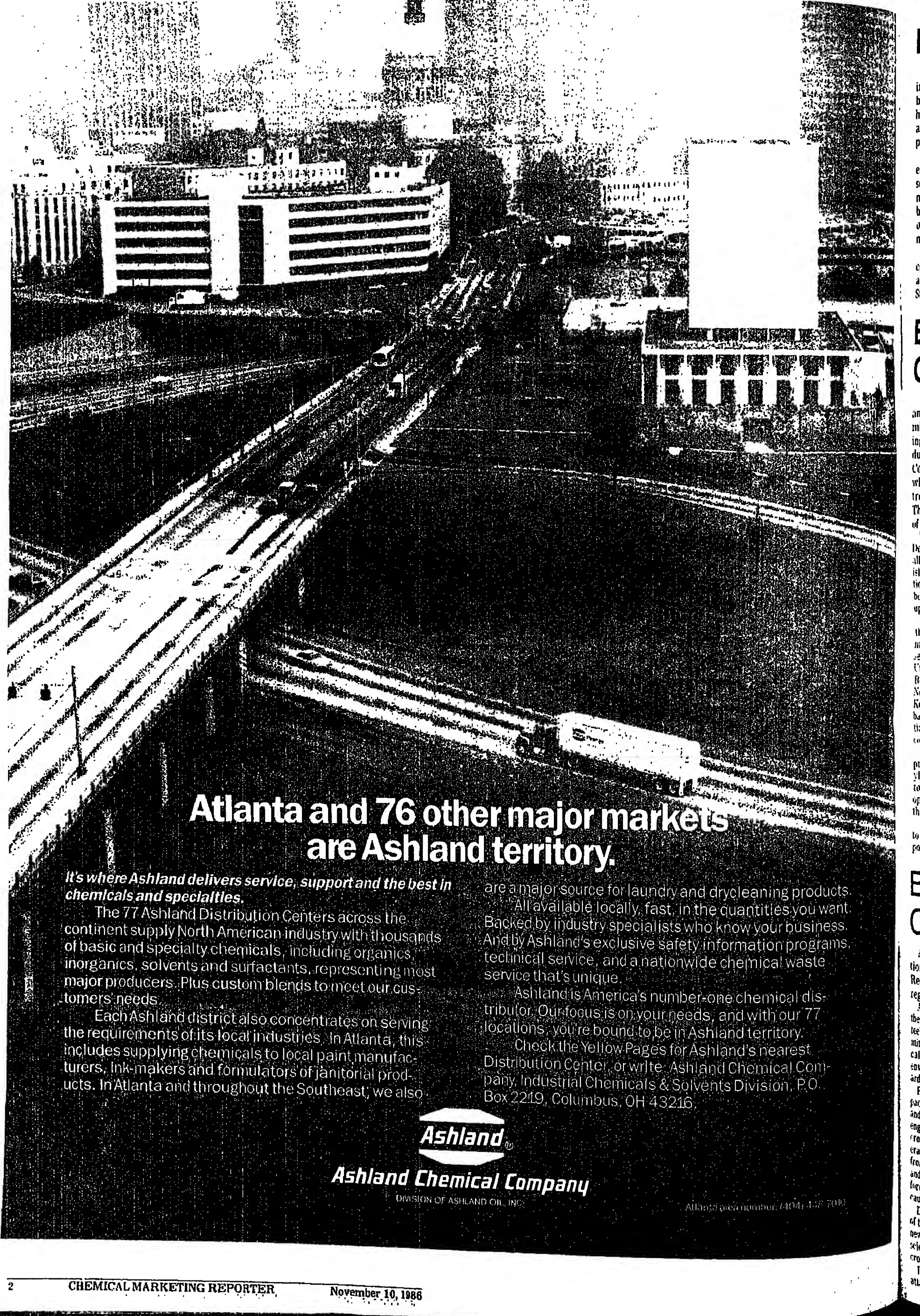
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## Methanol Excess is a Price Problem

Methanol supplies continue to far outstrip demand in the US, despite a huge gain in consumption for use in blending methyl tert. butyl ether (MTBE). The result has been a continued deterioration in methanol pricing, and a large buildup in inventories, particularly imported material.

Total domestic demand for methanol this year is estimated to reach 1.4 billion gallons, according to several sources. This marks an increase of over 100 million gallons compared to 1985. However, the combination of US production plus imports may come in at over 1.5 billion gallons for 1986, representing a 100 million gallon surge in inventories.

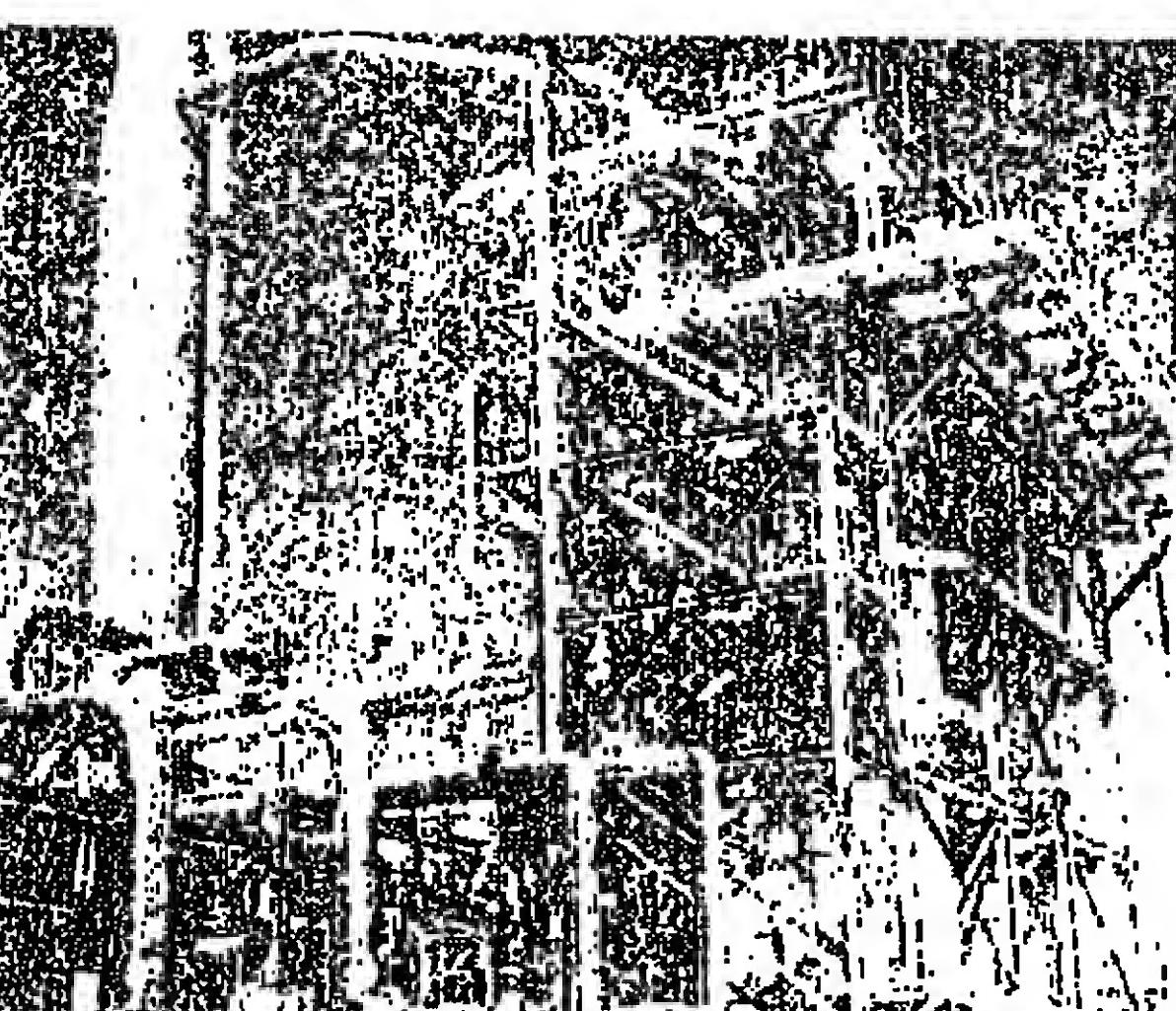
This oversupply, coupled with the sharp decline in crude oil and petrochemical prices this year, has led to a long, steep decline in domestic methanol prices. Starting at close to 40 cents per gallon in January, the

price for methanol sold in barges on the Gulf Coast has now slid to about 26 cents per gallon, down a penny or two from last month. One seller ruefully called methanol, "the sloppiest commodity there is."

US methanol producers have carefully restructured their businesses in the past several years, closing several hundred million gallons of excess capacity. However, falling natural gas prices on the US Gulf Coast made it apparent that US-produced methanol in the past year has become as cost competitive with methanol produced anywhere in the world. Conse-

Continued on Page 17

**METHANOL UNIT:** Falling gas prices induced US producers to increase output, but imports failed to back off and inventories may have risen by as much as 100 million gallons.



## Elections' Outcome Shifts Chemical Outlook in Senate

Democratic Senators from the South and Southwest will run many of the committees which handle legislation affecting the chemical and pharmaceutical industries, including Finance, Budget, Commerce, Energy and Small Business, when the new Democratically-controlled chamber convenes in January. The region will lose the chairmanships of the Agriculture and Judiciary panels.

Winning control of the Senate gives Democrats more than the chairmanships of all the standing committees, which write legislation, hold hearings and consider nominations. They will also have a majority of members on each panel and will be able to control up to two-thirds of the staff positions.

In some cases, the transfer of power from the GOP to Democrats will result in a dramatic shift in ideology. For example, conservative business ally Sen. Orrin Hatch (R-Utah) will give up his Labor & Human Resources Committee chairmanship to a Northern liberal — either Sen. Edward Kennedy (D-Mass.) or Sen. Howard Metzenbaum (D-Ohio).

The panel determines the initial fate of most legislation sought by drug companies.

Sen. Bentsen also said he would give a trade bill top priority and predicted Senate action by Spring. He said he will push for a bill to enable US manufacturers to compete better in international markets, with or without the support of the President.

At the Environment & Public Works Committee, Sen. Robert Stafford (R-Vt.) will give way to Sen. Quentin Burdick (D-N.D.). He is expected to follow many of the policies set by his predecessor and push for legislation to control acid rain, and protect the nation's groundwater from toxic contamination.

The chairmanship of the Agriculture Committee could pose a problem for the Democrats. Sen. Patrick Leahy (D-Vt.), fresh off an election victory, can claim the post and bump Sen. Ed Zorinsky (D-Neb.), who has been the ranking Democrat on the panel.

Producers Association John Gregg, chairman of the Fiber, Fabric & Apparel Coalition, said the election results will make it easier to pass a textile bill.

White House officials acknowledged that President Reagan's veto of a textile trade bill hurt Republican candidates in the Southeast, such as Sens. James Broyhill (N.C.) and Mack Mattingly (R-Ga.).

Sen. Lloyd Bentsen (D-Tex.) will become chairman of the Finance Committee, which handles tax and most trade legislation. Sen. Bentsen, a strong advocate for the petrochemical and oil industries, voted for this year's comprehensive tax reform bill, written principally by outgoing chairman Sen. Bob Packwood (R-Ore.). But he indicated last week he wants the committee to reconsider some of the changes.

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Hoechst AG of West Germany and Celanese Corporation last week announced their long-standing relationship by signing a merger agreement, under which the American firm will be acquired by Hoechst's US subsidiary, American Hoechst Corporation, for \$2.8 billion.

Hoechst has initiated a cash tender offer for all shares of Celanese common stock at \$245 per share. Celanese has 11.1 million shares outstanding. In addition, Hoechst is also offering \$172.40 per share for all outstanding shares of Celanese convertible preference stock and \$102 per share for the company's 7 percent preferred stock.

Following the merger announcement last Monday (November 3), Celanese stock shot up \$24 per share on the New York Stock Exchange, closing a couple of dollars below the offering price.

Wall Street analysts took a favorable view of the proposed merger, seeing synergism in the firms' respective polyester fiber activities. The merger would make Hoechst the largest US producer of staple and the second largest producer of filament fiber, behind E.I. du Pont de Nemours & Co.

Although Celanese and American Hoechst currently compete in the US polyester fiber market, they do not foresee any antitrust concerns getting in the way of the combination.

Hoechst and Celanese began their relationship 25 years ago with the formation of a joint venture in Germany, Ticona Polymer Works, which makes engineering plastics based on Celanese technology. Hoechst sells the plastics in the German market.

Earlier this year, the two companies began discussions about another engineering resins joint venture, and by Fall, the talks had evolved into a full-fledged merger negotiation.

The merger accord satisfies Hoechst's stated desire to increase its presence in the US, and marks the culmination of Celanese chairman John D. Macomber's drive to increase shareholder value.

Analysts speculate that the timing of the deal was also influenced by such factors as the fall in the value of the dollar, which

VOLUME 230  
Number 19

# Chemical Marketing Reporter

NOVEMBER 10, 1986

## Hoechst Launches Offer For Celanese

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John D. Macomber

Continued on Page 24





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Nicholas Pappas

### Water Bill Veto By Reagan Laid to Costs

President Reagan, heeding the advice of the White House budget office, Thursday vetoed widely supported legislation to revise and reauthorize the Clean Water Act, saying the proposed \$18 billion extension is too expensive.

In a statement explaining the reasons for his pocket veto, the President said his administration remains committed to the objectives of the 1972 clean water law and will work closely with the next Congress to pass acceptable legislation.

"Unfortunately, this bill so far exceeds acceptable levels of intended budgetary commitments that I must withhold my approval," President Reagan remarked, noting the measure would triple the amount he had requested for the program.

The legislation vetoed last week was passed unanimously by the outgoing Congress and was strongly supported by environmentalists. Chemical Manufacturers Association said the final product was an adequate compromise and urged the President to sign the bill.

Sen. Daniel Moynihan (D-NY), said a presi-

Continued on Page 52

### Waste Rules To Be Widened By US Agency

Environmental Protection Agency is proposing to regulate "miscellaneous" hazardous waste units not now covered under existing Federal hazardous waste regulations under the Resource Conservation & Recovery Act (RCRA).

The proposal would set new, general permitting standards for many types of units in need of hazardous waste controls which do not fall under existing facility definitions.

EPA says the proposal is designed to close the gaps in the current regulatory program. Under the proposal, the agency would apply a combination of performance standards that would address groundwater and subsurface migration, surface water and air on a case-by-case basis as requests for permits are received.

EPA says this approach would allow the agency to address a full range of environmental issues raised by a particular waste management situation without waiting to establish specific standards for each type of

### Canadian Drug Bill

The Canadian Government last week introduced legislation in Parliament to extend patent protection for brand name drugs. Draft legislation circulated before Parliament's Summer recess provided up to 10 years of market exclusivity, but the bill introduced last week provides only seven years protection from generic copies.

## Du Pont Grooms Resin For Big Role in Detroit; Breakthrough Claimed

The rapid penetration of automotive markets by plastics which the chemical industry has always hoped for and often predicted could soon become a reality through a new breakthrough by E. I. du Pont de Nemours & Co., that reportedly improves all of the relevant properties of its polycarbonate resin and initially lowers the cost by 20 percent, with further cost reductions promised.

The research breakthrough was announced by DuPont in New York on Election Day last week. While Nicholas Pappas, DuPont's group vice-president for polymer products, and his associates, laid great stress on the potential in autos, because of the large market potential there, they also said that rapid acceptance was expected in electrical and electronics markets and consumer and recreation outlets.

Dr. Pappas said the new DuPont process produces a plastic that is super tough, for the impact resistance needed in automobiles, and has high heat resistance.

The new engineering resins, introduced under the trademark "Arylon," also have excel-

lent weathering characteristics, and are easier to process than are other high-performance plastics, including the existing line of polycarbonate resins, Dr. Pappas said.

Lawrence H. Gillespie, Jr., director of the department's plastic engineering operations, predicted that as a result of the breakthrough, polycarbonate's sales volume could become as large as that of nylon resin, currently the largest of the engineering plastics, with an estimated 35 percent of a world market of 4 billion pounds a year. Engineering resins are growing at about 8 percent yearly, worldwide, Mr. Gillespie said.

For automotive uses, the new polycarbonate will be sold under the existing trademark "Bexley." A variety of "Bexley" M alloys are now under development for injection molding, blow molding and thermoforming, which will lead to lower production costs for auto makers, Mr. Gillespie said.

"Bexley" M will be priced competitively with other plastic systems competing in the body part market, but will require only about half the cycling time as thermoset resins, he added.

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Continued on Page 16

## CFC's Cap Now Planned By Officials

Following an earlier policy shift by the US chemical industry, the Reagan Administration plans to propose a global cap and eventual phase-out of emissions of man-made chemicals linked to the world-wide phenomenon of ozone depletion.

An Environmental Protection Agency official says the proposal to freeze production of chlorofluorocarbon and halon gases at or close to current levels will be submitted to other nations to elicit their views before the US makes a formal proposal at a meeting sponsored by the United Nations Environment Program in Geneva, Switzerland, during the first week of December.

A State Department cable to US embassies made available by EPA said that "based on current scientific understanding, considerable risks may exist to humans and the environment from continued or expanded global emissions" of these chemicals.

The cable said the US position also would be to provide adequate time for companies to shift away from the chemicals "to avoid social and economic disruption."

A State Department spokesman says the US will seek incentives designed to narrow CFC emissions, but has not yet determined how much of a cutback is needed because of scientific uncertainty.

CFC production dropped in the late 1970's, but has now started a comeback. The US produces about a third of the gases manufactured in the free world.

CFC's are used primarily as refrigerants for air conditioning systems and refrigerators and in the manufacture of plastic foam used in insulation and packing purposes. In addition, the chemical is still used as spray can propellants in many countries. Halons,

Continued on Page 53

## Merck Seeks Approval

Merck & Co., Inc. plans to file a New Drug Application requesting Food & Drug Administration approval to market lovastatin, a Merck drug discovery for lowering high levels of cholesterol.

"Lovastatin is a promising cholesterol-lowering agent discovered by Merck scientists. In long-term clinical trials, lovastatin continues to show a high degree of safety and more effectiveness than any known drug in reducing the elevated levels of low-density lipoproteins that are correlated with coronary heart disease," said Dr. P. Roy Vagelos, chairman and chief executive officer of the health products company.

Merck announced last week that it had just received FDA approvals to market

"Noroxin," an oral antibacterial for urinary tract infections, and "Vaseretic," a cardiovascular drug that combines the company's antihypertensive "Vasotec" with Merck's long-established diuretic "HydroDiluril."

The company will simultaneously introduce in the United States next week both "Noroxin" and "Pepcid," a recently approved H-2 receptor antagonist for control of duodenal ulcers.

"Vaseretic" will be introduced in the United States in the first quarter of 1987, followed by introductions abroad later that year. The company expects that physicians will often choose this product for patients whose high blood pressure is difficult to control.

## Warner-Lambert Reviews Drug Development Efforts

NDA for hypertension is currently under active review by the FDA.

The company also said that it has developed a combination product of bevantolol with the diuretic hydrochlorothiazide and filed an NDA for the product in 1985.

The fastest-growing segment of the beta-blocker market in many parts of the world is in drugs that are in combination with diuretics.

Quinapril, an ACE inhibitor cardiovascular drug, is the subject of a worldwide clinical development program for the treatment of hypertension and angina pectoris, the company said. A combination product including hydrochlorothiazide is also in development.

Also in the cardiovascular area, the company said that quinapril and a specific cardiotonic agent, imazodan, are being tested for efficacy in improving cardiac performance in the case of heart failure. Imazodan is a chemically novel, orally effective agent that is able to increase the force of myocardial contraction, with the added benefit of peripheral vasodilation.

In comparison with other currently available drugs for congestive heart failure, imazodan may possess a greater degree of cardiac safety than digitalis, and is orally effective, in contrast to dobutamine and dopamine, which must be given intravenously, the company says.

In the antiarrhythmic segment of the cardiovascular field, the company discussed plimeno, which is currently being developed.

Continued on Page 16

## Retail Gas Price Seen Dropping By 6 Percent

Retail natural gas prices for the 1986-87 heating season are expected to be 6 percent below the same period last year, the American Gas Association said last week.

An AGA study, "Estimated Change in Natural Gas Prices During the 1986-87 Winter Season," analyzed the purchased gas adjustment filings of 25 interstate natural gas pipelines accounting for 85 percent of interstate gas purchases. The analysis showed that the gas price decline which started in 1985 is continuing despite an inflation rate 2.4 percent higher this heating season than last.

The average national retail natural gas price is expected to be \$5.28 per MM Btu's this winter, compared to \$5.60 per MM Btu's in the winter of '85-'86, the AGA says.

The analysis shows a complete pass-through to the natural gas distributor of the 32 cents per MM Btu's price drop this winter by gas pipelines. This 32 cent decline in the city-gate price passed through to residential gas consumers represents a 6 percent decline in their gas price compared to last winter.

The analysis points out that commercial and industrial customers are having a higher percentage price decline than residential consumers because the actual gas commodity cost is a much higher percentage of their rates and thus declines in gas costs have had a larger impact on retail rates for these service sectors.

The analysis also notes the commercial and industrial customers are benefiting from rate restructuring at the state level.

The analysis states that such restructuring to retain large volume gas users is protecting the residential customer from paying a high proportion of the operating costs of the system.

Continued on Page 16

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## News Capsule

### Lilly Plans Purchase

Lilly Industrial Coatings Inc. has agreed to purchase 49 percent of the outstanding common stock of American Lacquer and Solvents Company from Frank Esposito, owner of the two firms. Lilly will also hold an option to purchase the remaining 51 percent interest in both firms.

### Williams Mulls Restructuring

Williams Companies chairman Joseph H. Williams told security analysts that the company is considering various financial restructuring steps to enhance shareholder value. "It would be premature at this time to outline the specifics," Mr. Williams said, but added that they would likely be implemented before year's end. Some steps have previously been discussed.

### IMC Launches Unit

International Minerals & Chemical Corporation has formed a new scientific business unit, the IMCELL Products Division, to produce and market growth factors and related serum replacement products to the cell culture industry. The new division will seek to position itself as a major supplier to the emerging cell culture industry, where products include pharmaceuticals, diagnostics and vaccines.

### Nat'l Distillers Buys

National Distillers & Chemical Corporation has completed the purchase of Enron Chemical Company, the petrochemicals subsidiary of Enron Corporation. The purchase price was approximately \$570 million in cash and the assumption of approximately \$34 million of industrial revenue bond indebtedness.

### Dow Health Study

As part of its health surveillance program, Dow Chemical Company has completed a general study of its Ludington, Mich., plant employees, which found a "significantly lower than average mortality rates from major causes of death." The observed rate for all major causes of death, including all cancers, was 30 percent below the expected level, based on comparisons with two general population groups, Dow said.

### Uniroyal Sells Subsidiary

Uniroyal Inc. has sold its Uniroyal Plastics Company Inc. subsidiary to Polycast Technology Corporation for approximately \$110 million. Uniroyal Plastics manufactures high-technology rubber and plastic-based products, including coated fabrics, adhesives, sealants, engineering systems, thermoplastics sheet and composites, specialty foams and flexographic printing plates.

### FMC In Accord

FMC Corporation says it has reached agreement with Centocor Inc. to exchange FMC's 50 percent interest in Immunex Associates, a joint venture of the two companies, for 1.35 million shares of Centocor common stock. The agreement is subject to the approval of the boards of directors of both companies. The accord ends a dispute between the firms over the property rights of Immunex, which specializes in research and development of monoclonal antibodies and immunoregulation products.



CPC's J.R. Elezner

## CPC Buys Back Shares Held By Perelman

From the timing of events, at least, it would seem that all CPC International Inc. had to do was to say it would restructure itself and buy back 10 million of its shares, and it was able to thwart a hostile acquisition by a group led by Ronald O. Perelman.

Mr. Perelman, chairman of Revlon Company, who has purchased several companies and sold off their assets at large profits, sold back about 4 million shares of CPC, amounting to 8.3 percent of its outstanding common shares, a day after CPC had announced its plans for restructuring and buying back shares.

When CPC announced its plans, the company noted that an investor group had accumulated more than 5 percent of its shares.

CPC said that its investment banker, Salomon Brothers Incorporated was developing strategies for restructuring the company so as to maximize value to shareholders.

"This new direction is intended to achieve sharper strategic focus on the company's US and grocery products businesses and to lead to significant reductions in overheads and

Continued on Page 22

## Chesebrough Sets \$150 Million In Divestments

As part of its continuing realignment of product lines, Chesebrough-Pond's Inc. is offering to sell selective, non-strategic chemical and related businesses with aggregate annual sales of about \$155 million, according to Ralph E. Ward, chairman and chief executive officer.

The businesses offered for sale comprise Stauffer Seeds, with plants in Lone Tree, Iowa; Hutchinson, Kan.; Danvers, Mass.; Phillips, Neb., and Madison, Wis.; chloralkali plants in St. Gabriel, La., and Henderson, Nev.

Also, formulated food system plants in Rochester, Minn. and Clawson, Mich. Shearson Lehman Brothers, Inc., New York, is acting as financial advisor for these transactions.

In addition, Chesebrough is offering for sale its fabricated plastics business, with a plant in Anderson, S.C. The sale of this unit will be handled directly by Chesebrough's treasurer's office.

No changes in operations or employment.

Continued on Page 32

## Union Carbide Attacks Debt Incurred Earlier

Union Carbide Corporation has adopted a plan to redress its balance sheet by retiring or converting much of the huge debt incurred in its successful defense earlier this year against an unsolicited tender offer to acquire the company by GAF Corporation, of Wayne, N.J.

Union Carbide will undertake a major recapitalization plan that will significantly reduce the corporation's debt and interest expense, strengthen its financial condition and increase "its ability to pursue future growth opportunities free of restrictive indenture covenants, without earnings dilution," a company spokesman said.

In the first step, Union Carbide has commenced a tender offer to purchase all of the \$2.5 billion principal amount of securities issued to shareholders pursuant to its January 1986 exchange offer, which was a successful counter-offer to GAF's tender for Union Carbide's common shares. These securities bear an average interest rate of 14.2 percent.

Because of their high interest rates, the securities will be purchased at substantial premiums, which will result in an extraordinary charge to earnings in the current quarter.

The transaction is expected to be completed by year-end. A pre-tax gain in excess of \$100 million is expected to be realized over approximately 20 years and is expected to have no material effect on net income in 1986.

In addition, Union Carbide will participate in a limited partnership with Related Companies for the planned future development of

Continued on Page 32

## Petro-Lewis Holders Tender

Freeport-McMoRan Incorporated advanced another step in its effort to gain control of Petro-Lewis Corporation when the bulk of Petro-Lewis's outstanding securities were tendered to FPCO, Inc., under FPCO's tender offer. FPCO was formed under the direction of Freeport-McMoRan.

If FPCO is unable to acquire the remaining debt on acceptable terms and Petro-Lewis is unable to pay its obligations, FPCO will protect its interest as the majority public creditor.

If the holder of substantially all of Petro-Lewis's senior secured and a senior subordinated public debt, FPCO said it would be in a strong position vis-a-vis other debtholders in any bankruptcy proceeding.

## Dow's, Monsanto's Shares Are Recommended by Analysts

Stock market analysts in London and New York are issuing a number of positive reports on multinational chemical companies based on the improving supply balance and upward price trends for commodity chemicals. Among the companies getting positive evaluations and purchase recommendations on their shares are Dow Chemical Company, of Midland, Mich., and Monsanto Company of St. Louis, Mo.

At E. F. Hutton & Co., analyst John P. Henry has rated Monsanto Company as a strong "buy" both near-term and longer term in light of encouraging results in both agricultural and medical areas. Mr. Henry's associate, Christopher H. Willis, recommended that clients accumulate the shares of Celanese Corporation, just prior to an announcement of the Celanese-Hoechst Corporation merger agreement.

Robert S. Reitzes, chemical analyst at Wertheim & Co., Jonathan S. Gelles, said that a recent meeting by Sterling Drug Incorporated confirmed his belief that the company is undergoing a major change that will boost its annual profit growth from the 4-5 percent range of 1980-1985 to at least 13 percent over the next three-year period.

Mr. Gelles cited the projected launch of millionaire in late 1988 as a spur to a forecast growth rate of 15 percent year from 1988 onwards.

Robin Hindle Fisher, of Barclays de Zoete Wedd, is advising that company's clients to buy Granite Surface Coatings PLC, one of the leading producers of wood finishes in the United Kingdom.

The company has been growing rapidly

Continued on Page 23

November 10, 1986 CHEMICAL MARKETING REPORTER

8

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3. Published misleading statistics which ignore the realities of gum production in the world's arid zones.
4. Published literature and promotional material which completely ignores the botanical origin, geographical distribution and growing conditions of the acacia crop.
5. Blamed the roller-coaster rides of supply and demand and high prices on Mother Nature instead of using modern science and agribusiness techniques to improve natural conditions and product surety and quality.
6. All used the same gum processing sub-contractors for years.

We have—

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3. Created 5 companies in the producing African countries in partnerships with local brokers to develop and improve crop harvesting and export.
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5. Organized four international symposia on gum tree development and gum production.
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## OILS, FATS & WAXES

### Soybean Oil Market Weakens As Crush Rate Ups Supply

Strong crush rates through the month of October are providing the market with more soybean oil than it can consume. As a result the prices, which had been moving upward for several weeks, have begun to ease down, as consumer demand for the oil is also backing off.

The soybean crush rate rose every week during the month of October, according to industry figures, reaching a high of 22.3 million bushels for the week ending Oct. 29. This compares to the crush rate one year earlier of 18.9 million bushels for the week ending Oct. 30, 1985.

The present crush rate is being fueled by strong meal demand, sources say, both in the US and abroad. Part of the domestic demand seen now represents an effort to catch up to slow production earlier this year. "Crushers took a lot of downtime this summer," says an industry analyst, "and when they wanted to crush, to build up their stocks, the lateness of the crop kept material from being available."

The heavy crush rate is supplying the oil market with more material than it seems to need. Domestically, consumers are said to be well-covered. "The pipelines have been filled," says a source, "and demand is more satisfied. For oil, the supply is going up as the demand is coming down."

#### SOME REFINERIES SLOWED

He goes on to note that some refineries are slowing down, particularly for salad oil. Some sources see consumer interest as at least fair, but not sufficient to absorb all the oil being produced.

What is hurting US oil producers worse than lagging domestic buying is the lack of European demand. "There is no export business for soy oil from the US," says one dealer. He blames this on European rapeseed and soybean oils, as well as on Malaysian palm oil, all of which are at a discount to US soy oil delivered prices in Europe, he says.

He predicts that some "major oil buying" from a consumer such as India or the Soviet Union would spur the world oil market and provide relief for US soy oil. Although India has recently announced a cutback in the amount of vegetable oil it will import, he says, it is believed India will have a difficult time meeting its demand with domestic oil.

Not all dealers are convinced that soybean oil stocks are building up. "It would not call demand disappointing right now, and we are certainly not drowning in oil," says a dealer. Nevertheless, the crush rate is climbing and, as one dealer says, "We don't see the build-up in time meeting its demand with domestic oil."

Prices will come up, sources say. But, as one dealer says, "Stocks are so ample here that it's hard to justify raising prices." Brazil's short crop situation, their reason for wanting to raise pricing, is being eased by their import of castor beans from China and Paraguay, a source says.

#### COCONUT OIL

The coconut oil market has been very erratic, with prices rising and falling from day to day. Traders attribute this to the activity of origin sellers, who have been entering the market on an irregular basis to repurchase contracts. Most of the activity has been among dealers, with consumers staying away from these high prices.

COTTONSEED OIL — Following a period of strong buying activity, demand for cottonseed oil has begun to fall off. High prices for coconut and palm oils spurred buying interest in cottonseed oil, particularly for forward positions, according to an industry source. Last week, however, as prices of those oils started to weaken, so did the interest in cottonseed oil.

Nevertheless, upward pressure on the price is expected to remain due to the reduced size of this year's crop. Also, stiff competition from dairy farmers, looking to buy cottonseed as feed for their herds, make it unlikely that crushers will be able to buy very much seed this year, thereby keeping oil stocks low. Aggravating the short supply situation is the fact that oil yields from some of the crop have been low, particularly from seed planted late in the season, in time to be hurt by dry weather.

#### LINSEED OIL

Producers are expecting a more stable linseed oil market this year due to farmers' reluctance to flood the market with seed. "The farmers put away more flaxseed than we thought they would," says an industry source, who cites dissatisfaction with current price levels as the reason for withholding some of the material. Flax is said to be plentiful, but by introducing it

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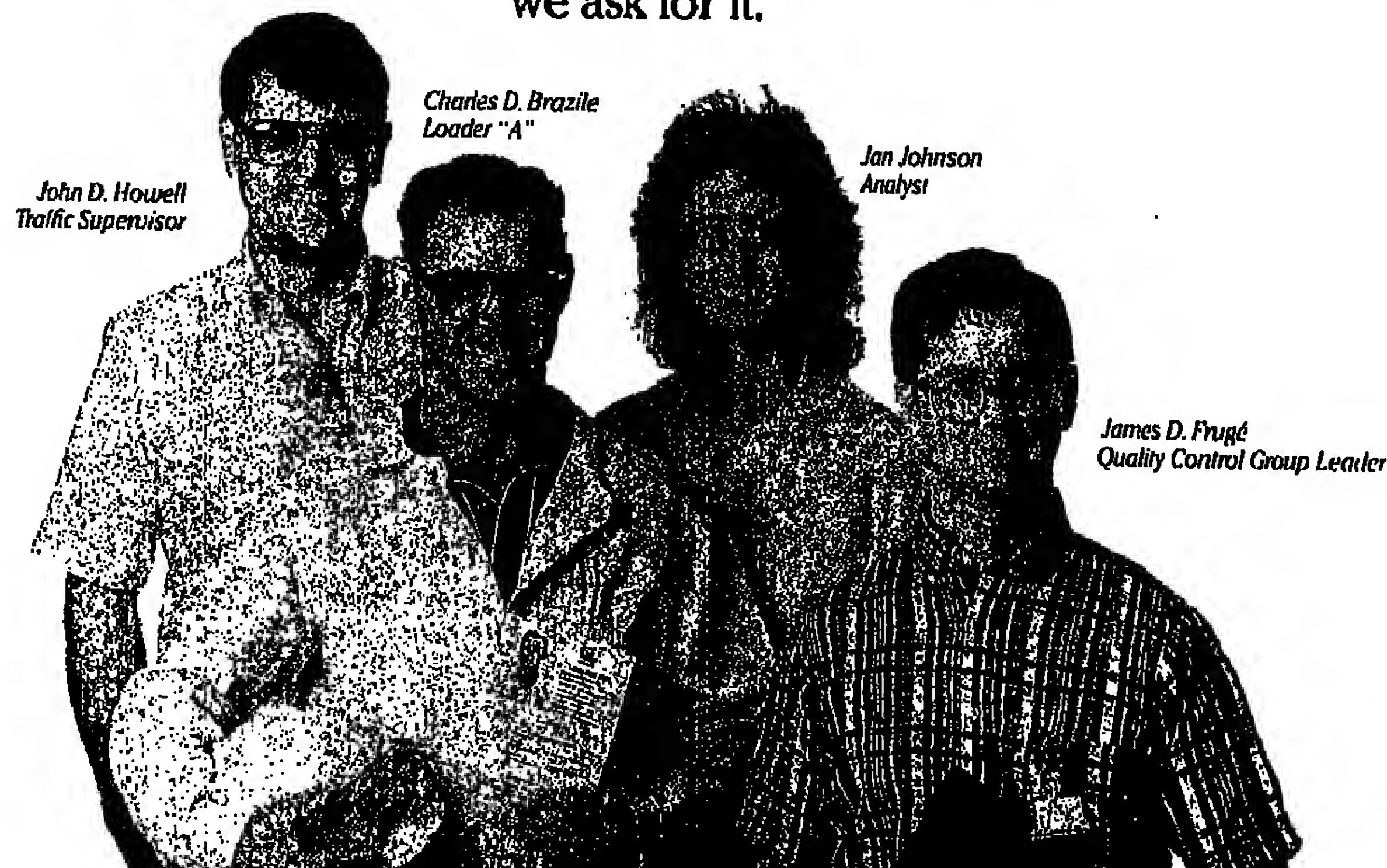
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### OILS, FATS & WAXES

slowly the industry should see steadier pricing.

Linseed oil is said to be plentiful now that the harvest has been completed. Buying is strong, particularly from the paint industry, says a source. It is expected that demand from this quarter will begin to slack off in the next few weeks, as the paint industry slows down for winter.

**OLIVE OIL** — The price of this oil is quoted at \$8.00 per gallon for edible Spanish material in drums, and Italian B-type is quoted at \$5.40 to \$5.50 per gallon. Buying is described as very light right now, as ample inventories are allowing customers to wait for lower prices, with the new Spanish crop due for harvest in a month or so. One dealer speculates that buyers are going increasingly to the practice of blending olive oil with less expensive oils such as soybean or cotton-

seed, for re-sale as "blended" or "10 percent."

**PALM OIL** — The price of palm oil is strong for the past several weeks, heading to ease down. The reason cited by importers and brokers is the fact that India has taken back several thousand tons of palm oil it had having bought heavily in recent weeks. The move on India's part comes as part of an announced effort to boost sales of their domestic oils.

Seeing the "biggest buyer making a less move," as one source says, led players in the market to believe that prices would fall. "With India backing out of the market, I don't know where else Malaysia will sell oil," says a source, who notes that consumer interest in general has been low, despite prices becoming too high to be competitive with other oils.

### FATS & GREASES

**TALLOW** — Buyers in the tallow market are having a difficult time finding meat being offered, sources say. The remaining producers are holding back, waiting for strengthening in price, according to a trade source. At the moment, prices are flat and are expected to come up on later grades. Export interest at the Gulf is described as good, aided by an Egyptian purchase of 10,000 tons of tallow last week.

**Glycerine Marketer Named by Lever Bros.**

Unichema Chemicals Inc., Upper Saddle River, N.J., announced last week beginning January 1, it will assume marketing responsibilities for all glycerine produced by the Lever Brothers Co.

Earlier this year, Lever Brothers' new plant facility for the production of purity glycerine, the plant is designed to refine crude glycerine from both soap fatty acid production. Dedicated steam facilities and rail cars will be maintained national distribution.

Unichema Chemicals Inc. is the Americas marketing affiliate of a group of 16 olochemical companies operating worldwide under the business name Unichema International. Together, these companies annually produce more than 1 billion pounds of olochemicals and catalysts.

### Biotech Center Slated by US, State

University and government officials break ground for the Center for Advanced Research in Biotechnology (CARB) late at the Shady Grove Life Sciences Center Rockville, Md.

Established by the University of Maryland, the Commerce Department's National Bureau of Standards, and Montgomery County, Md., CARB is a joint venture among the university and the federal, state and local governments. Biotechnology companies are expected to join the CARB research in areas of macromolecular science and modeling.

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### AROMATIC ORGANICS

## Coaltar Pitch Makers Say Market May Have Bottomed

Coaltar pitch producers say that import pressure, sluggish demand from the aluminum industry, and a relatively tight raw material picture have been making matters difficult for the industry this year. However, they say the market does appear to have stabilized in recent months.

In July, producers moved list prices down from \$10 to \$25 per ton to a level of \$250 to \$255 per ton for liquid material, and \$260 to \$265 per ton for solid material. Since then, list pricing has been stable, and selling prices, though possibly a bit on the soft side, have held fairly steady in most cases, producers say.

It is noted that import pressure is the most frequent contributor to significant price discounting. "Where imports are met, there is some decline" in pricing, says a producer, "but the basic price structure has been the same" since around mid-year. "Things are stable on the low side," concurs another producer.

Producers observe that price reductions in July were related to lower costs for crude tar. However, crude tar availability in the US is said to have tightened up noticeably over the second half of the year as a result of USX Corporation's steel strike. If the strike continues into next year, one coaltar producer says, crude tar pricing could be pressured upward.

**IMPORT PRESSURE WORSENS**

The pressure exerted on coaltar pitch pricing by imports has worsened this year, producers note. According to one producer, imports through the first eight months of the year accounted for 23.0 percent of the market, up from 18.4 percent in 1985 and 13.7 percent in 1984.

The imports come primarily from Japan, China, Korea, Germany, and other European producers. Japan's penetration of the US market is said to have grown most notably, from 3.1 percent last year to 6.0 percent this year. The Chinese imports, handled by a US producer, reportedly are not as disruptive as the others.

Producers say their Northwest market has been particularly hard hit by imports. Despite a strengthening during the past several months of the values of Far Eastern and European currencies against the US dollar, overseas suppliers continue to sell aggressively here, some actually lowering their prices in dollar terms, producers say.

Coaltar pitch demand from the aluminum industry, the major end market, has reportedly stabilized, as the industry is "in a recovery mode," says a coaltar producer. "The aluminum market has pretty well bottomed out," says another producer, who notes that the decline, going back to mid-1984, was a long one. "I think we've seen the last of the

domestically, the January 1 effective date for the new Superfund bill has the potential to play a role in the market during the coming

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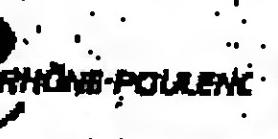
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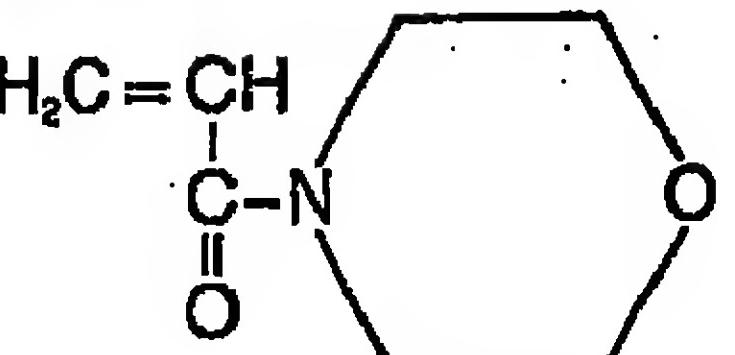
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## AROMATICS

weeks. An approximately 1.0¢ per gallon tax on basic aromatics, to be paid by the ultimate consumer, could result in some stocking up on material prior to the effective date, sources note.

However, it is said that year-end state taxes on inventories could counter the incentive for consumers to stock up. One benzene buyer estimates that taxes will take away about two-thirds of the savings, rendering a stocking up plan impractical unless the material can be used promptly. Another source observes that, because inventory taxes are based on value rather than volume, low taxes because of low BTX values this year are likely to encourage high inventory levels regardless of the superfund bill.

**MORPHOLINE** — Producers say that the market's growth rate is between zero and one percent this year, as both main outlets, tire production and water treatment, are mature.

Producers see little reason for trends in the tire industry over the past few years to reverse themselves. These include greater use of higher mileage tires, smaller tires, imported tires, and imported cars with tires on them.

In the water treatment area, it is pointed out that there has been a consolidation movement that has resulted in a temporary slippage in volume.

Pricing is quoted at 94¢ per pound in bulk, less a 6¢ per pound temporary voluntary allowance. While it is acknowledged that some discounting exists off this level, it is said to have been fairly stable over the past several months.

**TDI** — Olin Corporation says it is increasing selling price levels on toluene di-isocyanate by 8¢ per pound, effective December 1. New selling prices are not to exceed current list pricing which remains at \$1.01 per pound in jumbo tankcars, f.o.b. shipping point, minimum freight prepaid and allowed.

**TOLUENE SULFONYL CHLORIDE** — Biddle Sawyer Corporation says it has raised the price of its p-toluenesulfonyl chloride, which the company imports from Japan.

The price moves up 4¢ per pound to \$1.65 per pound for direct shipment from the previous list level of \$1.18 per pound which was established earlier this year. The effective date of the change is November 1. The new price for material from out of warehouse is \$1.70 per pound.

Biddle Sawyer attributes the price increase to higher Japanese and European currency values against the US dollar, and to lower production levels. p-toluenesulfonyl chloride is a byproduct of saccharine production, which has been in decline.

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## Du Pont Grooms

Continued from Page 7

envisioned for the newly modified resins, DuPont expects that it will be doing a lot of alloying, blending and reinforcing to tailor them to particular uses and needs, Mr. Gillespie said.

Dr. Pappas said that the attractive price and good performance characteristics will generate sales of about \$250 million for the resin worldwide within ten years. In addition to auto body parts, potentially large markets include printed circuit boards, microwave ovens and sports equipment, Dr. Pappas said.

A DuPont plant at Chattanooga, Tenn., which previously produced polyester resins for fibers, has now been converted to a 15-million-pound-a-year development facility for polycarbonates. This one plant is larger than all installed capacity of competitors, Dr. Pappas claims.

World-scale manufacturing operations, using existing facilities and DuPont's proprietary low-cost polycarbonate process, should come on stream before 1990, the DuPont executive said.

When world-scale facilities come on stream, DuPont expects to be able to lower the price to a level that will be competitive with prices of premium grades of polycarbonates, he said.

## Pfizer Picks Ashland As Its Distributor

The Chemical Division of Pfizer Inc. has appointed Ashland Chemical Company as its national distributor of food and beverage ingredients and specialty chemicals, supplementing Pfizer's own direct sales and distribution programs.

Ashland operates seventy-four chemical distribution centers in the US.

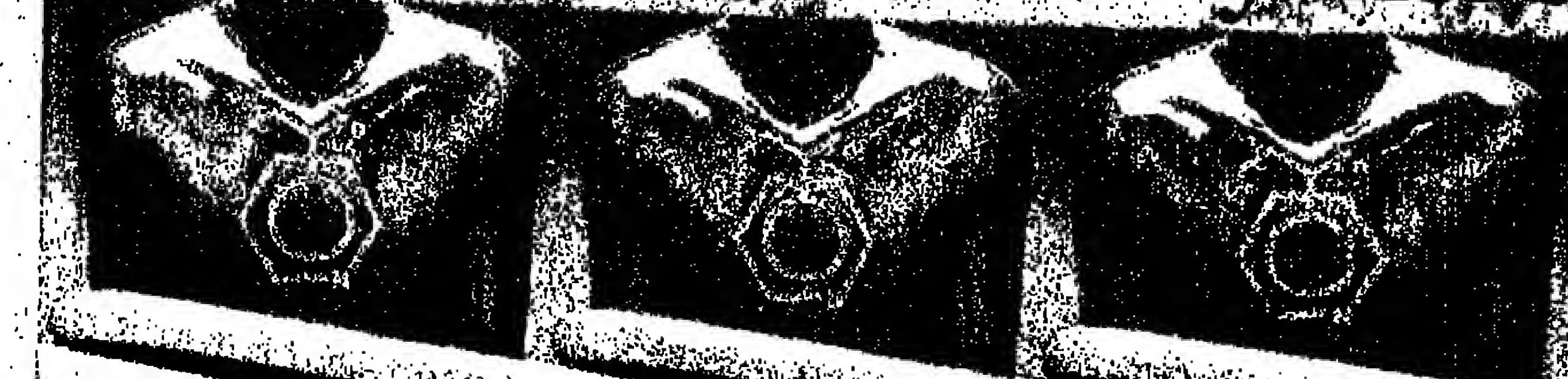
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16 CHEMICAL MARKETING REPORTER November 10, 1986

## Warner-Lambert

Continued from Page 7

oped in clinical studies for three indications: symptomatic premature ventricular contractions, ventricular tachycardia, and postinfarction arrhythmias. Results to date indicate that "Pirmeval" is an effective antiarrhythmic drug with an excellent safety profile, the company says.

The company said that it is continuing its research program in the area of coronary artery disease, with principal concentration on the lipid-regulating therapies. The company's lead compound in this area, "Lopid" (gemfibrozil), is currently marketed in 36 countries, including the US, where it is the market leader in its category.

The company also said that trimetrexate has potential use in the treatment of opportunistic infections such as toxoplasmosis and pneumocystis carinii pneumonia. Patients with AIDS are particularly susceptible to such opportunistic infections. Early experimental studies in AIDS patients at the National Institutes of Health and the National Cancer Institute indicate a 70 percent success rate with patients suffering from pneumocystis carinii when treated with trimetrexate in combination with the commercially available folate substitute leucovorin.

The company said it is continuing to conduct clinical studies to extend its gemfibrozil franchise beyond patent expiration in 1989. "Lopid" is also the subject of a continuing study in Finland.

In the field of cancer chemotherapy, the

company said it has a number of compounds in various stages of clinical investigation worldwide. One of these compounds, ifentrexate, has shown efficacy in phase II multicenter clinical trials against non-small cell lung cancer, which accounts for 75 percent of total lung cancer cases. It also has shown early efficacy against other solid tumors.

## US-Canada Trade

Continued from Page 4

sions to both the US and Canada; the elimination of non-tariff barriers, such as inadequate protection of intellectual property; and the establishment of a binding dispute settlement mechanism.

In addition, Mr. Foveaux says US import remedy laws and procedures should not be suspended under any agreement with Canada.

Exports to Canada account for about 10 percent of the US chemical industry's total sales, and are valued at \$22 billion annually.

"Although it's one of the few industries providing a trade surplus to the nation, a growing trade deficit, that surplus is decreasing annually," Mr. Foveaux told *Chemical Week*.

The Commerce Department estimates a chemical trade surplus will diminish this year. US chemical trade with Canada leads all other countries.

The talks between the North American neighbors began a year ago. Major sticking points include such issues as how to free the flow of pharmaceuticals, lumber and other goods.

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# BERLICHEM

## DRUGS & FINE CHEMICALS

### Domestic Glycine Seen Firmer; Import Prices Also Increasing

Domestic glycine prices have firmed throughout 1986, and are expected to continue doing so for at least part of 1987, according to producers. Imported glycine is also said to have firmed.

The current trend reversed a pattern that resulted after capacity expansion and a strong US dollar drove pricing downward in 1983. The capacity expansion was considered a contributory factor because demand never increased as much as was expected.

List prices for domestic glycine remain at \$2.12 per pound for USP grade, and \$1.88 per pound for technical grade. The two domestic producers are Chaffem Chemicals & W.R. Grace. Imports, particularly from Japan, play an important role in the market place.

Domestic spokesmen say that actual selling prices vary, but are commonly between five and ten percent below list prices. One spokesman claims that sales at 10 percent below list are becoming rare.

"There's still a slight premium for domestic material," he says, but admits that the difference is not great. He thinks, however, that import pricing will remain stable for the rest of 1986 and the beginning of 1987.

Glycine imports rose by about 57 percent through August 1986, compared to the same period in 1985. Through August, 1.1 million pounds of glycine entered the US, compared to a little less than 700,000 pounds through August 1985. Japan, the main exporter to the US, has increased US sales to 995,000 pounds this year, up from 628,000 pounds. Importers claim that demand has been healthy, despite the dollar's devaluation.

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**BHT** — PMC Specialties Group, Inc. is increasing its prices for both the technical grade and food grade of BHT. PMC markets the technical grade under the name "CAO-1" and the food grade under the name "CAO-3".

The increases are 5¢ per pound, effective January 1. A PMC spokesman says that import stabilization is allowing for the increase. BHT's price last increased about two years ago, says the spokesman.

**POTASSIUM & SODIUM HYDROXIDE** — Mallinckrodt, Inc. recently raised its prices for both potassium hydroxide and sodium hydroxide. Effective November 1, the increases range from 2 to 8 percent, depending on quantity.

A Mitsui spokesman claims that increased costs from suppliers prompted the increase. Prices for these products last increased in May. Other players are currently examining the increases.

**VITAMINS** — BASF Wyandotte and Duphar Nutrition are raising their prices for several vitamins, effective immediately.

Both companies are raising their B6 price

truckload, and \$1.89 per pound for one drum. Truckload quantities of sodium hydroxide in the form of NF pellets, are \$1.06 per pound, while one drum costs \$1.35 per pound. The ACS pellets cost \$1.09 per pound in truckload quantities, and \$1.38 per pound for one drum.

For both products, truckload quantities

## PRICES TRENDLINES

WEEK ENDING NOV. 6, 1986

CHANGES/UP	
Ascorbic Acid	\$1 per kilo
B <sub>6</sub>	\$2 per kilo
B <sub>6</sub>	\$3 per kilo
D-calc	\$1 per kilo

CHANGES/DOWN	
None	

## DRUGS INDEX

The Drugs & Fine Chemicals Index reflects the prices of 10 representative materials in this sector and the quantity of each produced in 1985.

Nov. 6, 1986	211.16
Oct. 31, 1986	211.16
Oct. 10, 1986	211.16
Nov. 7, 1985	211.16

Chemical Prices Start on Page 36

are 24,000 pounds, while each drum contains 110 pounds.

According to a Mallinckrodt spokesman, prices are increasing for the first time in about two years, and are doing so now because of rising manufacturer costs. The spokesman estimates current growth between 3 and 6 percent annually.

**SORBATES** — Mitsui & Company is raising its prices for both potassium sorbate and sorbic acid, effective December 1. Mitsui is the exclusive US distributor for Daicel Chemical Industries, Ltd., and Nippon Gohsei.

Prices for both products will be rising 30¢ per pound. Twenty thousand pounds or more will cost \$2.50 per pound, delivered; 10,000 pounds to 19,000 pounds will cost \$2.60 per pound, delivered; 3,000 pounds to 9,000 pounds will cost \$2.70 per pound, delivered; 1,000 pounds to 2,900 pounds will cost \$2.80 per pound, delivered; and less than 1,000 pounds will cost \$2.80 per pound, f.o.b. closest warehouse.

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## DRUGS & FINE CHEMS

to \$36 per kilogram and their B<sub>3</sub> price to \$12.50 per kilogram. Additionally, BASF notes the following increases: ascorbic acid and sodium ascorbate, \$11 per kilogram; both forms of B<sub>1</sub>, \$33 per kilogram; and B<sub>2</sub>, \$48.50 per kilogram.

Duphar is also announcing another vitamin increase, effective November 15. Vitamin D<sub>3</sub> resin will cost .0166¢ per million units (mu) for 8 kilograms and more, while orders less than 8 kilograms will cost .02¢ per mu.

Many of their increases are similar to those announced last week by Hoffmann-La Roche and Takeda USA (CMR, 11/3/86, pg. 22). Currency exchange rates are cited as the major reason for price increases.

### CPC Buys Back

Continued from Page 9

capital expenditures in keeping with the new objectives," a spokesman for CPC stated.

By mentioning the grocery products business — which includes "Hellman's" mayonnaise and "Skippy" peanut butter — for particular approbation, CPC encouraged the speculation that it might sell off its corn milling operations — the largest of their kind in the world. CPC is also the leading producer of high-fructose corn syrup and derivatives.

Directors of CPC authorized the repurchase initially of up to 10 million of the company's 48.7 million shares of outstanding common stock.

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## Alpha Tocopherol

Continued from Page 5

inhibit nitrosamine formation in bacon by reducing the oxidation that occurs in the fatty portion of the meat during frying, and it worked very well," he said.

## Dow, Monsanto

Continued from Page 9

both by internal development and acquisitions, the latter including a unit from Imperial Chemical Industries, Ltd., along with acquisitions of MacArthur PLC and Jackson Company, the analyst states.

A strong cash flow should allow the final payment of 1 million UK pounds to be made to ICI in May of next year without recourse to further borrowing, it is stated.

In recommending purchase of Dow's shares, Mabon, Nugent's Mr. Reitzes notes the growing probability that commodity chemical price increases initiated on October 1 will stick.

Mr. Reitzes estimates that part of the proposed price increase will contribute between 60 cents and 75 cents per share to Dow's 1987 earnings.

Mr. Reitzes reaffirms his forecast that Dow's earnings will rise to \$3.85 in 1986 and \$4.75 in 1987, as compared with net operating income of \$2.50 in 1985.

Messrs. Coates and Penny Swales of Barlays de Zoete Wedd expect Dow to earn around \$3.75 in full-year 1988. They note the increasing improvement in commodity chemical operating rates.

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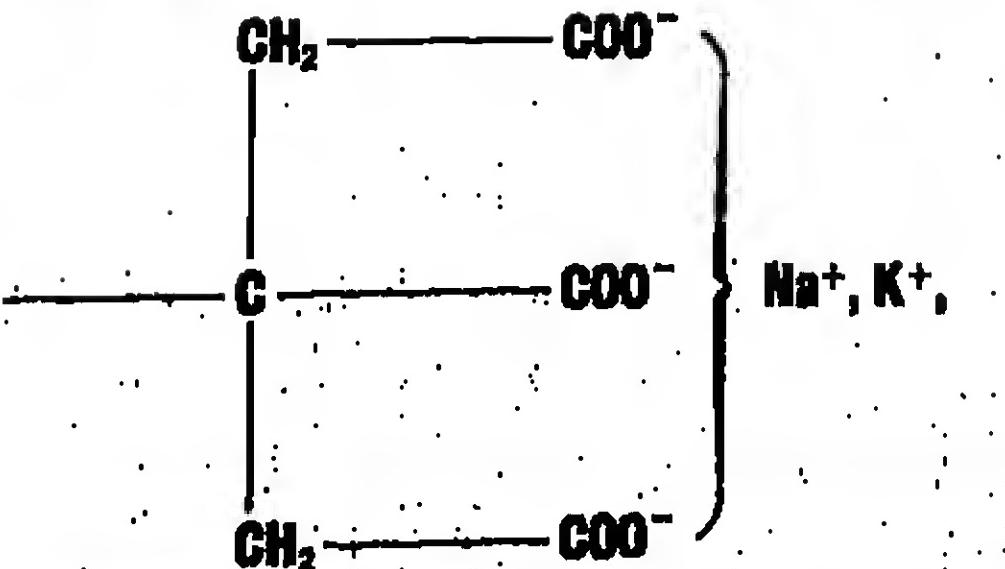
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## Avery Raises \$1-Billion-Plus For Acquisition

Avery Incorporated, a diversified manufacturer headquartered in New York, has raised more than \$1 billion through a private placement of debt and equity securities to finance its previously announced acquisition of Uniroyal Chemical Company.

As a result of the transactions, Triangle Industries, Inc., which previously owned about 20 percent of Avery's shares, will have total participation of 45 percent in Avery's common stock, but Avery will not be a subsidiary of Triangle and the latter will have no responsibility for the liabilities of Avery and its subsidiaries.

In the first step, Triangle made a further equity investment in Avery of \$75 million in the form of preferred stock, plus warrants to purchase 40 million additional shares of Avery common stock at \$1.875 per share.

In addition, Avery issued \$100 million principal amount of 10 percent convertible subordinated debentures due 1996 which are convertible into Avery common stock at \$3.25 per share.

Uniroyal Chemical Holding Company, a wholly-owned subsidiary of Avery, issued \$350 million principal amount of 12.25 percent subordinated notes due 1996.

Uniroyal Chemical Acquisition Corporation, a wholly owned subsidiary of Uniroyal Chemical Holding, issued \$214 million principal amount of 11.5 percent subordinated notes due 1995 and \$350 million principal amount of increasing rate senior notes due 1988 bearing an initial annual interest rate of 9 percent.

In addition, Avery issued warrants to purchase 12 million shares of Avery common at \$2.50 per share to Drexel Burnham Lambert Incorporated, which acted as advisors to Avery in connection with the acquisition of Uniroyal Chemical and the related financing.

Avery intends to seek shareholder ap-

proval to increase its authorized capital from 15 million common shares to at least 150 million.

As a result of this financing, Uniroyal Chemical Holding has approximately \$8 million in excess cash to be used for general corporate purposes, including possible acquisitions. Also, it is expected that the \$18 million of increasing rate senior notes will be refinanced in the near future with a bank or through another private placement.

### Huls Markets IPDI In Bulk to the US

Huls, the West German chemical manufacturer, recently made its first bulk shipment of isophorone diisocyanate (IPDI) from front

of the US through another private placement.

The company has manufactured

material in Europe for 30 years and supplies sole supplier of IPDI in the world.

IPDI is used in the synthesis of liquid and weather-resistant polyurethane coating systems. Applications include coatings and high-solids two-component polyurethane lacquers, solvent-free PU compounds, coatings, powder coatings, solvent-based blocked PU systems for baking enamel, physically drying PU resins for coatings on substrates.

The Chinese generate enormous amounts of material," says an essential oils importer.

"They are forever looking for an expanding market." Though the usages for spearmint oil are slowly expanding in line with consumption of such items as soaps and toothpastes, he adds, it remains a very limited market.

The Chinese compete with the domestic US

spearmint growers for a large but saturated market.

Prices for the Chinese 80 percent, a higher quality, redistilled version of the 80 percent but with fewer terpenes and more carvone, undercut the US West Native spearmint oil on the spot market by about \$1 per pound.

The two materials don't compete directly head to head for most applications, says an essential oils broker, but they do when slight flavor differentials may not be noticed.

An essential oils dealer emphasizes that the Chinese prices have been coming down for some time: "The shipping prices have eased more than \$2 per kilo over the last year, down from \$12 to \$12.50 per kilo."

US producers look for prices of all domestic spearmint oils to weaken. One of the primary reasons for the outlook is an oversupply situation.

"There is still a tremendous amount of carryover from last year," says a US spearmint grower. "This year's crop is an excellent yield, probably record setting.

Growers have been reporting as high as 200 pounds per acre from first and second cuttings."

### Oils Meeting Set for November

The tenth International Congress of Essential Oils, Fragrances and Flavors will be held next week in Washington, DC from November 16 through November 20. Participants from every major producing area around the globe will converge, including shippers, buyers and consumers.

"This meeting will permit a closer change of information on usage of oil and production on the other," says Edie Ell, member of the planning and budget committee for the Congress.

The Congress of Essential Oils, Fragrances and Flavors meets every three years. The last two were held in India and Japan.

### PERFUMES INDEX

The Perfumes & Flavorings Index reflects the prices of 11 representative materials in this sector and the quantity of each supplied in 1985.

Nov. 7, 1986 ..... 71.00  
Oct. 31, 1986 ..... 71.00  
Sept. 26, 1986 ..... 71.00  
Nov. 8, 1985 ..... 71.00

Chemical Prices Start on Page 36

Quotes for Indian fennel oil f.o.b. India ranged from \$21 to \$22 per kilo.

"It is a very small item," says an essential oils importer, "no more than 4 to 6 tons are imported every year." Given its size and restricted flavoring applications — only those usages that require the anise oil-type flavor — any substantial fluctuation at point of origin can affect shipping prices.

Another fennel on the market is the Spanish fennel bitter but its applications are so specialized, sources report, that the Indian fennel market doesn't affect its pricing.

GINGER OIL — The ginger oil market turned around in the past two weeks from an oversupply situation caused by large carry-

## PERFUMES & FLAVORINGS

### Spearmint Market Weakening From Imports And Oversupply

Chinese

80 percent carvone spearmint oil dropped 10 cents per kilo last week from \$10.10 to \$10 per kilo, cost and freight insured, New York. The decline signalled an oversupply situation, according to industry sources, that could affect prices through most of 1987.

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"There is still a tremendous amount of carryover from last year," says a US spearmint grower. "This year's crop is an excellent yield, probably record setting.

Growers have been reporting as high as 200

pounds per acre from first and second cuttings."

The purpose of the Federal Marketing Order was to maintain stable supply and strong pricing," says one source. "That succeeded and since 1981 we've had high prices, but now the supply is overwhelming the market."

Another problem that has arisen since the institution of the Federal Marketing Order has been the marketing of the allotments themselves. "Larger producers have been buying and selling the permits involved; a whole market has evolved from thin air," says a US producer. Though this maneuvering has been constant, he stresses, the major hurdle is the ever-growing reserve pool.

Sources speculate that the only way prices

can be reduced is if the

growers

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## PERFUMES & FLAVORS

overs from 1985 to supply tightness with Indian ginger crops expected to be smaller than usual. Spot prices firmed \$6 to \$30 per pound in the past two weeks for Indian ginger oil. Chinese ginger oil prices have remained at \$23 to \$24 on the spot market but are expected to increase.

"The farmers didn't plant near as much as we thought they would," says one essential oils broker. "Rather than take a chance on the prices that they considered low, they changed to other crops altogether." Demand has been steady for ginger oil (CMR, 10/20/86, pg. 34), leading sources to anticipate further price increases. Estimates on the size of the 1986 India ginger crop range as low as half of the total 1985 production.

### SEEDS AND SPICES

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## COATINGS & PLASTICS

### Recycled PET, Plastics Establish Growing Base

Recycled plastics are slowly establishing an identity in the market. Currently, all major plastics, particularly polyethylene terephthalate, polypropylene, high density polyethylene and nylon are being recycled and resold. Not only are larger plastics producers recycling their own material for resale, but small companies specializing in plastics recycling are now marketing recycled materials to molders, extruders and plastics compounders; some are developing their own lines of finished products.

Sources predict that the "marketing board" will set floor price on November 1 and "gradually try to increase cassia price throughout 1987, testing whatever the market will bear." Until actual offers are emphasized, one source, prices reflect the material on hand, and that is diminished rapidly.

Various sources describe the market for recycled PET as ranging from 100 million to 150 million pounds per year; merchant markets for recycled nylon, PE and PVC are much smaller; sources relate that they are still in the developmental stages, and at present their size cannot be determined.

Of the twenty companies currently involved in the recycled PET business, the three largest are Nycon Industries, C.I. Wellman Industries Inc., S.C., and St. Jude Polymer Inc., Pa.

The Plastics Recycling Foundation, an independent non-profit organization founded last year, works with recyclers, packaging manufacturers and bottlers to develop new markets for various recycled plastics. The

### PRICES TRENDLINES

WEEK ENDING NOV. 7, 1986

#### CHANGES/UP

None

#### CHANGES/DOWN

None

#### COATINGS INDEX

The Coatings & Plastics Index reflects the prices of 13 representative materials in this sector and the quantity of each produced in 1985.

Nov. 7, 1986 .....	306.4
Oct. 31, 1986 .....	306.4
Oct. 10, 1986 .....	306.4
Nov. 8, 1985 .....	306.4

Chemical Prices Start on Page 38

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## PLASTIC RESIN SALES & OUTPUT: AUGUST

SPI'S COMMITTEE ON RESIN STATISTICS REPORTS.

	SALES AND USE		PRODUCTION	
	(1,000 LBS)	1985	(1,000 LBS)	1985
<b>THERMOSETTING RESINS:</b>				
Epoxy resins (unmodified)	lb.	30,728	31,693	31,289
Epoxy resins	lb.	103,834	94,245	105,067
Polyester resins	lb.	102,021	103,821	104,710
Phenolic and other terpene resins	lb.	228,354	227,977	228,919
Mannitol resins	lb.	16,052	16,951	15,025
<b>ACRYLONITRILE-BUTADIENE STYRENE (ABS)</b>				
Acrylonitrile Butadiene Styrene (ABS)	lb.	80,331	81,630	88,670
Acrylic alcohol	lb.	12,480	—	12,205
Polymer chloride	lb.	613,288	565,489	588,342
Polyethylene (density above 0.840)	lb.	627,742	692,485	631,833
Polyethylene (density below 0.840)	lb.	787,258	727,523	747,722
Polystyrene	lb.	513,037	439,689	465,736
Acrylonitrile-Butadiene-Styrene (SAN)	lb.	7,030	6,745	7,435
Polymers (total)	lb.	361,826	340,178	377,467

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## FERTILIZER CHEMICAL OUTPUT: AUGUST

CENSUS BUREAU NUMBERS IN SHORT TONS ON KEY FERTILIZERS

	AUGUST	JULY	AUGUST 1986
Ammonium, syn., anhyd.	1,097,432	1,001,810	1,281,25
Ammonium nitrate	377,198	380,742	604,98
Ammonium nitrate/fertilizer solutions	182,226	145,212	184,60
Moniammonium phosphates	73,093	40,333	101,10
Other ammonium phosphates	84,710	40,171	101,10
Ammonium sulfate	156,926	160,771	101,10
Diammonium phosphate	714,738	652,409	101,10
Nitric acid	451,501	446,480	101,10
Phosphoric acid	705,764	682,070	101,10
Sulfuric acid	2,077,120	2,050,537	101,10
Superphosphate, concentrated	200,000	140,000	101,10
Superphosphate, normal & enriched	35,443	35,443	101,10
Superphosphate and other phosphate fertil.	1,063,516	971,716	101,10
Urea	472,505	472,505	101,10

\*Bulk rates lower than catalog prices.

## HEAVY & AG CHEMICALS

### PVS Announces Sulfuric Hike In Depressed Chicago Market

In an attempt to firm up prices in the depressed Chicago-area market, PVS Chemical Inc. has announced an increase in off-list prices for sulfuric acid. The hike is for shipments from its Chicago, Ill., plant and is effective January 1, 1987, or as contracts allow.

The new price for 68 degree Baume acid will increase by \$6 per ton, 68 degree Baume basis, not to exceed current schedule of \$64.50 per ton.

The price of 80 degree Baume and 98 percent acid will increase by \$5.35 per ton, 100 percent basis, not to exceed current schedule of \$79.25 per ton.

In addition, all grades of oleum will increase by \$5.35 per ton, 100 percent basis, not to exceed schedule of \$82.25 per ton, 100 percent basis.

Major suppliers in the area include C-I-L, which markets Canadian acid, Stauffer Chemicals, which produces in Hammond, Ind., and to a lesser extent, E.I. du Pont de Nemours & Co., which produces in Ohio and markets some Southwest smelter acid.

Sources say that prices have been stable for some time, but at levels that most consider to be unsatisfactory.

"Sulfuric acid producers are not making a great deal of money in that area," says one observer. Selling prices for large buyers are quoted in the \$62-to-\$65 per ton range, 100 percent basis, f.o.b. plant, considerably below list levels.

#### COST DRIVEN INCREASE

Most concede that if an increase is successful, it will be production cost, rather than supply-demand, driven. Raw material sulfur prices have increased moderately over the course of the year, while sulfuric acid prices have stayed flat, or declined.

On the other hand, observers say that the Midwest, with Chicago being no exception, is amply supplied. St. Joe's Herculaneum, Mo., smelter/acid plant is in the process of starting up, having been down since May. The company's presence in Chicago is minimal, however.

Asarco closed its Columbus, Ohio, zinc smelter early this year, but has been supplying that terminal from its El Paso, Tex., smelter.

The area's last significant plant closure was Du Pont's late-1984 East Chicago shutdown. Since then, Midwest demand has been relatively flat, while area producers continue to lose the fight against smelter acid imports from Canada.

According to Bureau of Census, through September 638,390 tons of sulfuric acid have entered the US from Canada, as opposed to 324,778 tons for the same period last year.

At the same time, says Department of Commerce, production in the Midwest has declined. Through August, 381,082 tons were produced in Illinois, a decline of 12 percent from the same period last year. Similarly, 234,952 tons were produced in Ohio through August, a decline of over 11 percent.

Sources now say that any increase in the area is likely to depend on the support of

C-I-L, C-I-L is aware of the announcement but at present has no comment on its plan.

#### BASES & SALTS

CHLORINE — Effective immediately for spot customers and as contract terms allow, Pennwalt is increasing the price of bulk chlorine by \$20 per ton, not to exceed \$195 per ton for shipments from either Portland, Ore. or Tacoma, Wash.

Pennwalt is also increasing prices for ta-

#### PRICES TRENDLINES

WEEK ENDING NOV. 7, 1986

#### CHANGES/UP

None

#### CHANGES/DOWN

None

#### HEAVY & AG INDEX

The Heavy & Ag Chemicals index reflects the prices of 18 representative materials in this sector and the quantity of each produced in 1985.

Nov. 7, 1986 .....	113.0
Oct. 31, 1986 .....	113.0
Oct. 10, 1986 .....	113.0
Oct. 8, 1985 .....	113.0

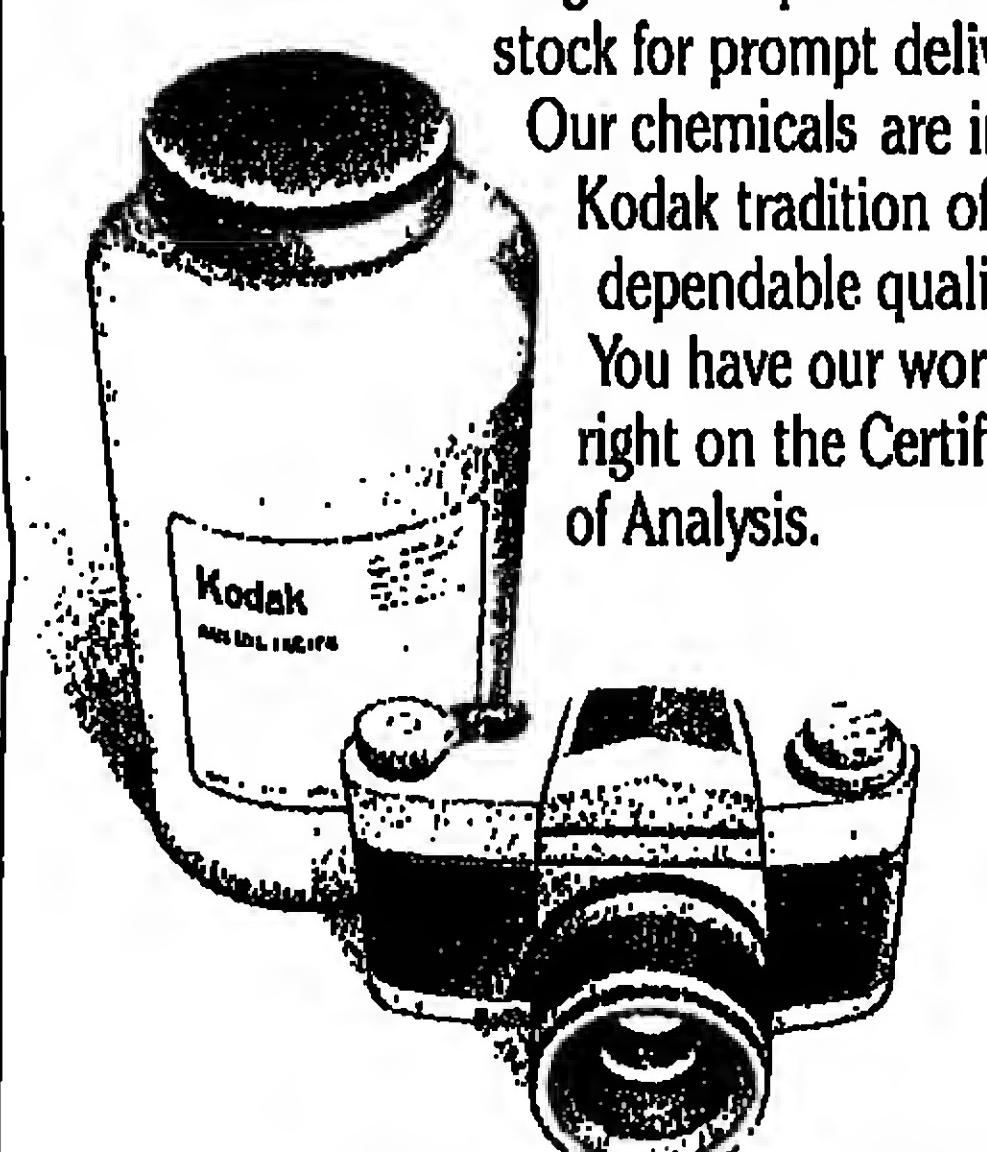
Chemical Prices Start on Page 38

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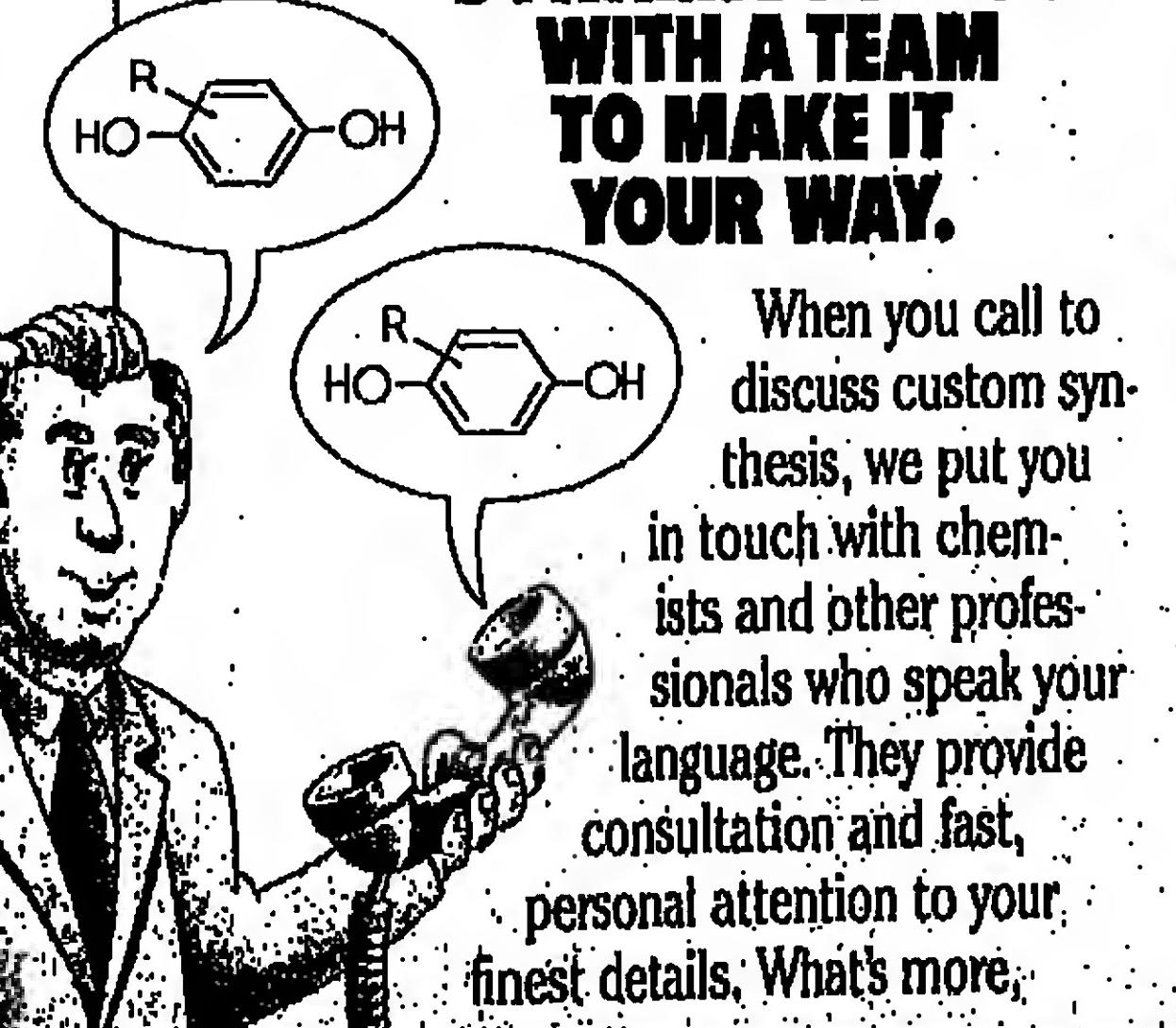


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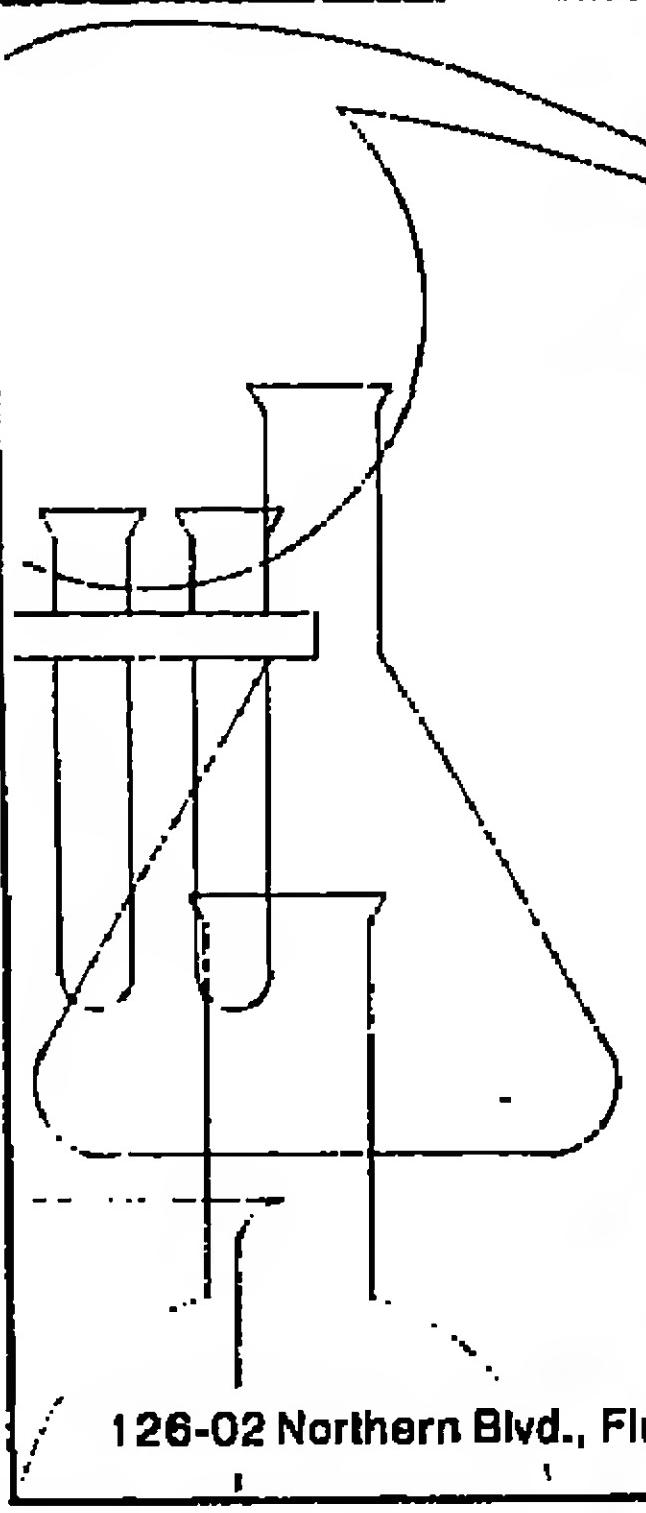
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## HEAVY CHEMICALS

creases announced throughout September have held.

Stauffer Chemical Company initiated the price increase, raising sulfur dioxide by \$10 per ton, to \$230. Several companies followed. Cominco America Inc. also raised its price, to \$150 per ton, f.o.b. Trail, British Columbia.

"As far as I know, (the increase) has held...I'm not aware of any move to take it off," says one source. Another source claims the increase is "holding very well."

Because of contractual terms, the increase has not yet affected all purchasers. For example, says one source, customers with 30-day price protection were not affected, and won't be until new contracts are written next quarter.

"It's not uncommon for there to be some loose ends to be tied up," notes a source. He adds this is especially common when a product's price has not risen for a long time. Sulfur dioxide's price had last increased in late 1981, according to those surveyed.

## METALS & MINERALS

**LEAD** — Lead's price continues to increase, because of increased battery production and a general supply shortage.

One producer recently established a price of 27 1/4c. per pound, while another reportedly carries a price between 28 1/4c. and 27c. per pound. One month ago, lead's price was 24 1/4c. per pound, and was as low as 21c. per pound at the end of Summer.

One reason for the shortage, according to a source, has been a strike at Broken Hill, based in Australia. The strike was recently settled, but the source notes the company will take a while to resume full operations. The strike lasted about five months.

Lead stocks on the London Metal Exchange have dropped significantly, the source continues. Current lead stocks total 19,075 metric tons. The total was about 50,000 metric tons in the middle of May.

## Union Carbide

Continued from Page 9

the site, Robert D. Kennedy, president and chief executive officer, said. Related Companies owns, develops, finances, operates, manages or syndicates a total of 320 properties in 213 cities in 36 states.

Union Carbide said that it intends to continue to consider further refunding of the

In addition to the financial benefits of the recapitalization, Union Carbide expects that elimination or modification of the restrictive covenants will increase its operating flexibility and permit the corporation to pursue strategic business opportunities.

Initially, the purchase of the securities will be financed with borrowings under a bank credit agreement plus borrowings under a bridge loan being arranged by First Boston and possibly a private placement of senior unsecured notes. Consumption of the tender offer is subject to obtaining this financing.

The securities to be acquired are all of the 13 1/4 percent senior notes due 1993, the 14 1/4 percent senior notes due 1996 and the 16 percent senior debentures due 2006. Purchase prices, respectively, will be 115 percent, 121 1/4 percent and 133 percent of the principal amount plus accrued interest.

The tender offer is conditioned upon receipt of consents to Carbide's request for elimination or modification of the restrictive covenants and to the tender of at least 90 percent of the outstanding principal amount of the debt securities.

## Chesebrough Sets

Continued from Page 9

are anticipated before the end of the year for the approximately 600 employees who will be affected by sale of the ten plants, Chesebrough-Pond's says.

In commenting on the sale of the Stauffer Seeds business, Mr. Ward indicates that proceeds from the sale of this unit will allow the company to commit more of its resources to agricultural pesticides business.

Chesebrough-Pond's, headquartered in Westport, Conn., is a diversified producer of health products, personal care and beauty products, foods, clothing, and through its Stauffer Chemical Company acquisition last year, chemicals. Worldwide sales in 1985 were approximately \$2.8 billion.

## Airco Forms Division For Retail Operations

BOC Group, Inc., last week announced the formation of a new division, Airco Retail Operations, naming Keith L. Weir as president of the new division.

"Mr. Weir's appointment," says executive vice president Robert E. Lienhard, "reflects our commitment to the retail operations as our desire to increase revenues and profitability in this important line of business

continues to grow since early this summer, with a particularly healthy export market pushing overall growth. Through August, export levels rose 28 percent over last year's volumes, while the do-

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## Chemical Finance

### Allied-Signal Declares Dividends

Directors of Allied-Signal Inc., Morris Township, N.J., have declared unchanged dividends of 45 cents per share on the common stock, \$22.8130 on the Series A preferred and \$21.5628 on the Series G preferred.

### British Oxygen Rating Changed by Greenwell

Greenwell Montagu Research, of London and New York, has changed its share purchase recommendation on BOC Group of Great Britain from "Buy" to "Buy or Hold," and has made the same change in its Coalite PLC recommendation. Greenwell's Steve Wansley, David Ingles and Judy Shaw cited the recovery in the price of BOC's shares.

Just prior to the announcement of a merger pact between Celanese Corporation and Hoechst AG, Greenwell reaffirmed its buy recommendation on Hoechst's shares, and Christopher Willis, of E.F. Hutton & Co., issued a buy recommendation on Celanese. Also, Moody's Investor Services upgraded its ratings on Hoechst's securities.

### Damon Corporation Reduces Loss in Fiscal Year

Damon Corporation, Needham Heights, Mass., had a net loss of \$2,618,948 in the fiscal year ended August 31, an improvement over the loss of \$3,227,329 the previous year. Without the impact of its majority-owned subsidiary Damon Biotech, the company would have nearly doubled its earnings to 68 cents per share from 36 cents a year ago.

### Eagle-Picher Adopts 'Poison Pill' Defense

Eagle-Picher Industries, Inc. will distribute common share purchase rights on each outstanding share of its common stock that will permit holders to purchase at the current exercise price shares of a would-be acquirer having twice the value of the exercise price.

### Erbamont's Net Income Rises 12 Percent

Net income of Erbamont NV, the Italian health care group in which Hercules Incorporated holds an interest, raised its net income in the first nine months to 70.9 billion lire from 63.5 billion a year ago. In US dollars, the increase was 45 percent to \$50.8 million. The sales totalled \$34.9 million. Net sales totalled \$83.8 billion lire, down 7 percent from a year ago, but in dollars, sales were up 21 percent to \$632.8 million.

Erbamont's "Adriamycin" continues as the most widely used anti-cancer drug in the United States and Western Europe.

### Inspiration Acquires Merrill Lynch Leasing

Inspiration Resources Corporation, a New York-based diversified producer of copper and other metals, has completed the purchase of Merrill Lynch Leasing, Inc., which was wholly owned subsidiary of Merrill Lynch & Co., for approximately \$99 million. The acquired company has been re-named Inspiration Leasing Incorporated and will continue to be headquartered in New York. Reuben F. Richards, chairman of Inspiration Resources, said the acquisition provided the company with a foothold in the financial services industry.

### Integrated Genetics Has Its First Profit

Integrated Genetics, Inc., Framingham, Mass., had its first quarterly profit ever in the third quarter, when it earned \$1.7 million, as compared with a loss of \$1.4 million a year earlier. Robert J. Carpenter, president and CEO, said the profit was in large measure due to the company's recently announced joint venture with Amoco Corporation in nucleic acid probe diagnostics.

### Millipore's Outlook Called Upbeat

Millipore Incorporated, a strong competitor in the \$9.5 billion market for analysis and purification, will exceed the industry averages in 1987 with revenue growth of 13 percent, according to PaineWebber Inc. The company's 1986 sales are projected at \$109,461,000, up from \$90,700,000 last year, and net income is put at \$9,132,000, versus last year's \$7,851,000.

PaineWebber's analysis note that Millipore is a multinational company, with 30 percent of its sales in the US, 24 percent in Europe, 14 percent in the Pacific and 11 percent miscellaneous.

### Moore Medical Has Big Gain in Income

Moore Medical Corporation, New Britain, Conn., a national wholesale distributor of brand-name and generic pharmaceuticals and medical and surgical supplies, had third quarter sales of \$49,345,000, up 32 percent from \$47,352,000 a year earlier, and net income of \$1,123,000, an increase of 28 percent from last year.

### Shell Chemical Has Strong Boosts in Profits

Shell Oil Company, Houston, Tex., had chemical segment earnings of \$54 million in the third quarter and \$201 million in the first nine months, up strongly from \$14 million and \$63 million in the comparable 1985 period, reports John F. Bookout, president of Shell Oil. Total earnings of Shell oil were \$133 million in the quarter, a decrease of \$23 million from a year ago, and \$828 for the nine months, a decrease of \$365 million. The decline reflected the impact of lower oil prices on exploration and production results.

### Ashland to Apply Excess Pension Funds to ESOP

Ashland Oil Inc. will apply excess pension funds to fund a substantial portion of the \$255 million in debt used to establish an employee stock ownership plan. The company also reported the purchase of annuities covering accumulated benefit obligations of most of its pension plans.

### Celanese Raises Sales and Income

Celanese Canada Inc. raised its net income to \$2.3 million in the third quarter on sales of \$78.4 million from \$1.9 million and \$77.5 million in the same 1986 period. Despite normal seasonal shutdowns in the period, the company's Textile Group continued its strong performance, with both cellulose and polyester fibers reporting better results than a year ago, the company said.

### Robins Reinstates Skadden, Arps as Counsel

A.H. Robins Company will seek reinstatement of the law firm of Skadden, Arps, Slate, Meagher & Flom as counsel in its bankruptcy proceedings as a result of the release of Skadden, Arps by Aetna Life & Casualty from its commitment to Aetna. Aetna is the second largest creditor in the Robins bankruptcy case.

## CHEMICAL IMPORTS

US imports of chemicals and related materials are reported in this section by CPI material. Listings include consignee where possible, container, net weight, name of vessel (in parenthesis), port of origin and date of shipment's arrival in New York or the Port of Newark.

US chemical imports/exports are tabulated monthly in the market reports.

A-B

2 AMMO 4 CHLORO 5 NITROPHENOL 68 dms (16560 lbs) (Ming Peace) Kobe, 10/6.

2 AMMO 6 METHOXY BENZOTHAZOLE 4 dms (1446 lbs) (Ming Peace) Kobe, 10/6.

ABS RESIN FORMULATION Goldmark Plastic Compo- 2720 bgs (151015 lbs) (Ming Peace) Kobe, 10/6.

ACETAMINOPHEN USP MEDICINE DRUG NPS Int'l 200 dms (41298 lbs) (New Jersey Maru) Tokyo, 10/6.

ACETONE POWDER Frank E Bryon Chemical 200 dms (28133 lbs) (Ever Linking) Keeling, 10/6.

AGAR AGAR American Shpg 60 bgs (3466 lbs) (Acapulco) Valparaiso, 10/6.

ALLEPYE FINGER TURMERIC Rue Fwrd 96 bgs (13417 lbs) (Sea Land Express) Rotterdam, 10/6.

ALPHA NICOLINE 9mg 900 gms (3392 lbs) (Nurnberg Express) Fellbach, 10/6.

ALUMINUM ACETYLACETONATE Votivner Consolida- 200 gms 50 dms (8083 lbs) (Aldebrand) Bremen, 10/6.

AMARNA PERFLUORINE Mitsubishi Int'l 1440 pkg (10 kg) (Verazano Bridge) Tokyo, 10/6.

AMMONIUM SULFATE ATLAS Internat Transpor- 1800 bgs (80974 lbs) (Ming Peace) Keulung, 10/6.

ANHOPHUS GRAPHITE Astbury Graphite Mills 3040 lbs (31028 lbs) (American Washington) Hong Kong, 10/6.

ANHOPHUS 2100 bgs (117584 lbs) (American Wash- ington) Hong Kong, 10/6.

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# CHEMICAL PRICES

**WEEK ENDING NOV 7, 1986**

This chemical prices section contains spot quotations and/or list prices of suppliers of chemicals and related materials on a New York or other indicated basis. The listings are based on price information obtained from suppliers. Note that posted prices do not necessarily represent levels at which transactions actually may have occurred. They do not represent bid and asked prices, nor a range of prices over the week. Price ranges may represent quotations of different suppliers as well as differences in quantity, quality and location. All matters under this heading are fully covered by copyright.

**An index of weekly chemical market reports is on the back cover.**

A

A		B							
Acetone, dms.	kilo	25.00	27.00	Acetone, 100-lb. bgs., 40,000-lb. min. c.l. works, ton	621.00	-	Acetone, 100-lb. bgs., 40,000-lb. min. c.l. works, ton	18.00	-
Acetone, tanks, frit. std. lb.	.37	-	calcined, bulk, same basis . . . . .	364.00	-	USP, gran., dms. . . . .	.40	.53	
Prices 1c. higher in West.			100-lb. bgs., same basis . . . . .	380.00	-	Ammonium citrate, dibasic, 250-lb. dms. f.o.b. works . . . . .	2.79	-	
Acetaminophen (see N-Acetyl-p-aminophenol)			hydrated, white, bulk, same ba- sis . . . . .	190.00	-	Ammonium dimolybdate, approx. 85%, 24,000 lbs. or more . lb.	6.48	-	
Acetanilide, tech, flaked, bgs., t.l., l.o.b. works . . . . .	lb.	1.29	-	Aluminum acetate, basic, dms., l.c.l., works . . . . .	3.25	-	Ammonium fluoroborate, tech., dms., c.l., t.l., works, frit. equval. . lb.	1.79	-
Acetic acid, tech., tanks, divd. E . . . lb.	.25	-	Aluminum chloride, anhyd., soln., 500- 600 lb. dms., c.l., t.l., works, frit. equval. . . . .	.53	-	Ammonium heptamolybdate, cryst., dms., 24,000 lbs. f.o.b. works . . . . .	5.57	-	
Acetic anhydride, tanks, divd. E . . . lb.	.43½	-	bulk, same basis . . . . .	.48	-	Ammonium lauryl sulfate, tanks, f.o.b. works . . . . .	.29	.32	
Acetic anhydride prices 1c. higher in West.			semi-bulk bins, same basis . . . . .	.52	-	Ammonium lignin, sulfonate, bulk, f.o.b. Roquem, Ore. . . . .	72.00	-	
Acetoacetanilide, dms., t.l., divd. . . . lb.	1.29	-	Aluminum chloride, coml., soln., 32° tanks, works . . . . .	15.00	-	Ammonium nitrate, dom., fertilizer grade, 33.5% N, bulk, S.E. divd. . . . .	130.00	135.00	
Acetoacet-o-anisalide, dms., t.l., divd. . . . .	lb.	2.70	-	ret. dms., c.l., works . . . . .	12.00	-	Ammonium oxalate, tech., fine, gran. 300-lb. dms., t.l., f.o.b. works . . . . .	1.42	1.68
Acetoacetyl-o-chloroanilide, dms., t.l., divd. . . . .	lb.	2.85	-	Aluminum hydroxide, dried, gel, NF, 75-lb. dms., c.l., t.l., works. lb.	2.75	3.50	Ammonium pentaborate gran. bgs., c.l., works . . . . .	.76	-
Acetoacetyl-o-toluclidide, dms., t.l., divd. . . . .	lb.	1.58	-	Aluminum metal, 99½% or more, 50-lb. plgs., 30,000-lb. lots, frit. std. . . . .	.78	-	Ammonium pentaborate powder 20c. per lb. higher.		
Acetoacet-m-xylylde, dms., t.l., divd. . . . .	lb.	3.33	-	Aluminum oxide amorphous (see Alumina, calcined).			Ammonium persulfate, 225-lb. dms., 24,000 lbs. or more, f.o.b. works . . . . .	.58	-
Acetone, tanks, divd. E . . . . .	lb.	.25	-	Aluminum paste, leafing grade, std., lining, 2,400 lb. lots, divd. . . . .	1.40	-	55-lb. bgs., same basis . . . . .	.58½	-
divd. Zone 2 (Calif.) . . . . .	lb.	.27	-	Aluminum paste, lining, same basis . . . . .	1.99	2.14	Ammonium phosphate (see Di- and monoammonium phos- phates).		
divd. Zone 3 (W. of Rockies exclud- ing Calif.) . . . . .	lb.	.27	-	Aluminum phenolsulfonate, purif., 100- kilo dms., t.l. . . . .	8.48	-	Ammonium silicofluoride, dms. c.l., t.l., works . . . . .	.30%	-
Acetone, tanks, frit. std. . . . .	lb.	.53	.54½	Aluminum powder, leafing grade, std. lining, 2,400 lb. lots, divd. . lb.	3.17	-	Ammonium sulfate, lg. gran., bulk, c.l., works . . . . .	80.00	90.00
Acetophenetidin (see Phenacetin).			extra fine, lining, same basis . . . . .	4.04	-	std., coml., bulk, f.o.b. works . . ton	80.00	70.00	
Acetophenone, tech., tanks, t.o.b. works . . . . .	lb.	.78	.85	Aluminum stearate, bgs., c.l. . . . .	1.25	1.38	tech., bgs., c.l., t.l., works . . ton	108.00	120.00
perfume grade, extra, ons. . . . .	lb.	2.15	-	Aluminum sulfate, coml., grd., 100 lb. bgs., c.l., works, frit. equval., basis 17% $\text{Al}_2\text{O}_3$ , East and Gulf Coasts . . . . .	205.00	-	Ammonium sulfide, liq., 40-44% tanks, 100% basis, frit. equval. . ton	460.00	-
N-Acetyl-p-aminophenol. c.l., t.l. works . . . . .	kilo	5.95	6.84	West Coast . . . . .	220.80	-	Ammonium sulfocyanide, tech. (see Ammonium thiocyanate).		
Acetylene black, imp., 50% com- pressed, 12½-lb. bgs., c.l., t.l. frit. extra . . . . .	lb.	.98	-	lg., tanks, N.E. same basis . . . . .	145.00	-	Ammonium thiocyanate, tech., cryst., bgs., o.l., works . . . . .	1.02	-
100%, 25-lb. bgs., same ba- sis . . . . .	lb.	.96½	-	iron-free, dry, bgs., c.l. same basis . . . . .	300.00	-	tech. soln., 50%, tanks, frit. equval. . . . .	.93	-
Acetylene tetrabromide, tanks, f.o.b. works . . . . .	lb.	.97	-	lg., tanks, same basis . . . . .	225.00	285.00	Ammonium thiosulfate, photographic, 80%, tanks, f.o.b. works . . lb.	.13	-
Acetylsalicylic acid, USP (see Aspirin).			Aluminum sulfate, USP, gran., dms. lb.	-	.337	Ammonium zirconyl carbonate, soln., bulk . . . . .	.72	-	
Acetyltributyl citrate, bulk, f.o.b. works . . . . .	lb.	1.28	-	Aminoacetic acid, USP, dms., 20,000 lbs., f.o.b. works . . . . .	2.12	-	Amyl acetate, primary mixed isomers, tanks, divd. . . . .	.57	-
Acetyltriethyl citrate, bulk, f.o.b. works . . . . .	lb.	2.08	-	tech., t.l., same basis . . . . .	1.88	-	Amyl alcohol, primary mixed isomers, tanks, frit. std. . . . .	.46½	-
Acrolyin, tech., tanks, works . . . . .	lb.	.62	-	p-Aminobenzoic acid, 1,000 kilos or more, dms., f.o.b. works . . kilo	9.50	10.10	Amyl cinnamic aldehyde, dms. . . . .	2.35	2.50
Acrylamide, solid, t.l. works . . . . .	lb.	1.00	-	2-Amino-4-chlorophenol dry and grd., 14,000 lbs. or more, frit. std. lb.	5.79	-	p-tert-Amylphenol, bulk, works . . . . .	.91	1.03
soln., 100% basis tanks, works . . . . .	lb.	.74	.77	Aminoethyl ethanolamine, tanks, frit. collect . . . . .	1.33½	-	Amyris oil, dms. . . . .	11.00	-
Acrylic acid, glacial, reg., tanks, divd. . . . .	lb.	.87	-	N-Aminoethylpiperazine, tanks, f.o.b., frit. collect . . . . .	1.05	-	Anethole, tech., dms. . . . .	10.20	-
tech., tanks, frit. std. . . . .	lb.	.60	-	2-Amino-2-ethyl-1,3-propanediol dms., t.l. f.o.b. works . . . . .	1.82	-	Angelica root oil, bogs. . . . .	3.85	4.80
Acrylonitrile, tanks, works . . . . .	lb.	.39½	.48½			Aniline, tanks, f.o.b. . . . .	.33	.35½	
Acrylonitrile-butadiene-styrene resin, high-impact, nat., t.l., dms., divd. . . . .	lb.	1.08	1.12			Anise oil, dms. . . . .	.80	-	
medium-impact, nat., same basis lb.	lb.	1.05	1.08			Barium emulsion, tanks, tankwagons, E. Coast . . . . .	.68	-	
medium-impact, same basis lb.	lb.	.99	1.01			steam-refined, 40-300 penetration, tanks, tankwagon . . . . .	170.00	-	
						steep roofing grade, bulk tankwag- on . . . . .	175.00	-	
						Aspirin, USP, cryst., powd., 250- lb.dms., c.l., f.o.b. . . . .	1.95	-	
						10% starch granulation, white, 250- lb. dms., c.l., f.o.b. . . . .	1.97	-	
						16% starch granulation, white, same basis . . . . .	2.80	-	
						Freight equval. shpt. identical quantity over standard route from N.Y., Phila., Midland, Mich., Chicago and St. Louis.			
						Atropine sulfate, USP, bats. . . . oz.	10.00	11.00	
						Avocado oil, dms. . . . .	4.00	4.50	
						Azelaic acid, tech., 50-lb. bgs., t.l., c.l., divd. . . . .	1.23	-	
						Azo orange, bbls., divd. . . . .	4.80	-	
						Azo yellow, 10 G, bgs., divd. E. of Rockies . . . . .	4.40	-	
						Azo yellow pigment, bgs., same ba- sis . . . . .	2.45	-	

# ABBREVIATIONS

## THE TERMINOLOGY OF THE CHEMICAL MARKETPLACE

**NOTE:** A unit-ton is 1 percent of 2,000 pounds of the basic constituent or other standard of the product. The percentage figure of the basic constituent multiplied by the unit-ton price shown in Chemical Reporter gives the price of 2,000 pounds of the product.

# **CHEMICAL PRICES**

WEEK ENDING NOV 7, 1986

on Black, low structure, bulk, c.i. works.	.240	.280
ogs, c.i. works	.270	.290
Intermediate-super-abrasion (ISAF).	.25	-
ogs., c.i. works.	.28	-
Super-abrasion (SAF), bulk, c.i., works.	.31	-
ogs., c.i. works.	.4050	-
ml-reinforcing (SRF), bulk, c.i., works.	.210	-
ogs., c.i. works.	.240	-
on black, thermal, medium, bgs. c.i. works.	.30	.30½
k, c.i. works.	.32	.34½
on black oil, barge, f.o.b. Gulf refineries.	10.50	12.60
f.o.b. W. coast refineries	10.50	12.60
on disulfide, t.c., f.o.b. works ton	420.00	-
on tetrachloride, CP, consumers, dms., c.i., frt. alid.	.38	-
ch., dms., c.i., t.l., frt. alid.	.31	-
tank transport (min. 4,000 gals.) frt. alid.	.24	-
oxymethyl cellulose (see CMC).		
amom oil, NF, bots.	80.00	-
amoms, decort, Guatemalan.	3.00	-
green, Guatemalan, bgs.	6.25	9.75
line, No. 40, NF, bulk, 100-lb. lots or more, divd.	135.00	140.00
carnauba wax, Parahyba, No. 1, yellow, bgs., ton lots.	1.95	2.05
para, No. 1, yellow, bgs., ton lots.	1.75	1.90
North Country, No. 2, refined, bgs., ton lots.	1.65	1.85
carnauba wax, North Country No. 3, centrifuged, bgs., ton lots.	1.10	-
North Country, No. 3, refined, bgs., ton lots.	1.30	1.45
powdered carnauba wax, 20 to 100 mesh, 20c. per lb. higher.		
carotene, in vegetable oil, semi-solid suspension, 400,000 A units per gram, 33 lbs. or more..lb.	32.75	-
Carotene, 11q. in vegetable oil, 500,000 A units per gram., 33 lbs. or more..lb.	40.75	-
carotene, dry, beads, 10%, 167,000 A units per gram 50-lb. cans lb.	28.85	-
carvone, 25-lb. dms., syn.	48.00	-
carvone.	7.00	7.25
carica sagrada bark, bulk.	1.00	-
ceil, imp., acid-precip., grd., 30-mesh, Australian, edible, same basis c.i.f.	1.45	-
Australian, Indust, same basis c.i.f.	1.385	-
cellulose acid, 303 mol. wt., dms., frt. alid., 100% basis.	3.70	-
cello, Korintj "A" bgs.	1.05	1.10
"B" bgs.	.88	.95
cello oil, Chinese, dms.	18.50	-
oil oil, raw, No. 1, Braz. tanks.	.91	.93
BP 5-9 dms.	.74	-
fd. dead., 5-9 dms.	.78	-
own, 5-9 dms.	.75	-
dehydrated, bodied, tanks.	.74	-
dehydrated, unbodied, tanks.	.68	-
oil oil, acids dehydrated, dms.	1.10	-
fructose acid.	.78½	.89
oil pomace, bgs., container load, f.o.b., Miami, Fla.	164.00	-
cerium, nat., cans.	18.00	35.00
syn., cans.	11.00	-
chol, CP, 45-kilo dms., 50-238 dms., f.o.b.	7.93	-
ch., bgs., t.l., same basis.	3.71	-
caustic potash (see Potash, caustic).		
caustic soda (see Soda, caustic).		
carleal oil, dms..	17.50	-
carwood oil, Texas, dms., cans..lb.	1.75	2.50
carolina.	4.75	-
oil, prime dms.	5.25	-
butyl acetate, dist. dms..	4.25	6.30
curry seed, Indian, bgs.	.48	-
curry seed oil.	87.00	-
lose acetate, powd., bgs., t.l., divd. E.	1.90	-
lose acetate butyrate, powd., 17% butyl content, bgs., t.l., divd. E.	1.75	-
% butyl content, bgs., divd. E.	1.50	-
% butyl content, bgs., divd. E.	1.81	-
% butyl content, bgs., divd. E.	1.63	-
lose gum, pure, high vis., bgs., 24,000-lb. lots or more works, f.o.b. Hopewell, Va.	1.80	1.70
lose, low or medium vis., bgs., c.i., t.l., f.o.b. Hopewell, Va.	1.80	1.90
lose concentrate CeO <sub>2</sub> , 50 lbs..lb.	1.35	-
lose hydroxide 90% CeO <sub>2</sub> , dms., works.	8.40	-
% CeO <sub>2</sub> , dms., works.	4.20	1.80
lose oxide, optical grade, bgs., 50-lb. lots or more, divd.	1.85	1.90
acetone, NF, one., c.i., t.l., divd. E.	.68½	1.27
(see Calcium carbonate).		
comile flowers, Hungarian, ca..lb.	4.25	4.50
comman, ca.	4.94	-
gyptian, whole.	2.70	3.00
comile oil, blue, Egyptian.	545.00	-
ce, Hungarian.	370.00	-
copodium oil, NF, cans.	15.00	-
coo acid, dry, bbls., frt. alid.., lb.	13.50	-
(see Pepper, red).		
condio anhydride, batch, dms., t.l., works.	1.30	-
minated paraffin, 40% chlorine, bulk, divd., Zone 1 .., lb.	.45	48½
10% chlorine, same basis.	.48	47½
20% chlorine, same basis.	.48½	48½

# **CHEMICAL PRICES**

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**WEEK ENDING NOV 7, 1986**

# **CHEMICAL PRICES**

**WEEK ENDING NOV 3 1986**

# **CHEMICAL PRICES**

**WEEK ENDING NOV 7, 1986**

Hydrochloric acid, 20° Ba, tank, works, East	ton	55.00	65.00
Midwest	ton	60.00	70.00
Gulf Coast	ton	57.00	-
West Coast	ton	80.00	105.00
22° Bacl, same basis, East	ton	68.00	78.00
Midwest	ton	88.00	70.00
Gulf Coast	ton	63.50	-
West Coast	ton	100.00	115.00
NOTE: Prices vary and are either freight collect (freight equalized depending on producer and location).			
Hydrocortisone acetate, micronized, dms., 25 kilos or more, gram.		.70	-
Hydrocortisone, alcohol, micronized, dms., 25 kilos or more, gram.		.70	-
Hydrofluoric acid, anhyd. (see Hydrogen fluoride)			
Hydrofluoric acid, aqueous, 70% tanks, f.o.b. frt. equald.	ton	43.00	-
Hydrofluosilicic acid, 15-gal. dms., t.i. works, 30% basis	ton	-	
Hydrogen bromide, anhyd. cys., extra, 30,000-lbs., f.o.b. works	lb.	180.00	210.00
Hydrogen chloride, anhyd., 50-lb. cys., o.l. works	lb.	7.00	-
Hydrogen chloride, anhyd., 500-lb. cys., o.l., same basis	lb.	.85	-
Hydrogen chloride, anhyd., tube trailer, seller's trailer, min. 100,000-lbs. a year	lb.	.82	-
tube trailers, buyer's trailer	lb.	.37	-
Hydrogen chloride enhyd., tanks, works	ton	.27	-
Hydrogen cyanide, liq., 99.5%, tanks, works	lb.	270.00	-
Hydrogen fluoride, anhyd., tank cars, c.i., f.o.b., frt. equald.	lb.	.50	-
Hydrogen peroxide, 35% tech., tanks, works, frt. equald.	lb.	.6875	-
50% tankcars, frt. equald.	lb.	.325	-
70%, tankcars frt. equald.	lb.	.45	-
Hydrogen sulfide, liq., 99.25% min. seller's tanks, works	lb.	.12	.13
170 lb. cylinders	lb.	2.27	-
Hydroquinone, photo grade, consumers o.l., t.i., divd.	lb.	2.54	-
tech. dms. c.i., divd.	lb.	1.85	-
Hydroxyacetic acid, tech., 70%, tanks, Babb, W. Va.	lb.	.49½	-
Hydroxylammonium sulfate, dms., t.i., f.o.b.	lb.	.83	-
p-Hydroxybenzene sulfonic acid (see p-Phenolsulfonic acid)			
Hydroxybutyl methylcellulose (visc. 12,000 cps.) 50 lb. bags, U. S. 30,000 lb. min., divd., zone 1	lb.	2.10	-
Hydroxycitronellal dimethyl acetal, dms.	lb.	18.55	-
p-Hydroxydiphenylamine, dms., t.i., f.o.b. works	lb.	4.10	-
Hydroxycitronellal, natural, dms.	lb.	9.40	-
pure, dms.	lb.	13.80	-
extra grade, dms.	lb.	14.80	-
syn., dms.	lb.	9.50	-
Hydroxyethyl cellulose, t.i., divd.	lb.	2.07	2.12
Hydroxyethyl methylcellulose (visc. 5,000 through 45,000 cps.) 50 lb. bags, t.i., c.i., 30,000 lb. min., divd., zone 1	lb.	2.73	-
Hydroxypropyl methylcelluloses, premium, U.S.P. (visc. 4,000 through 15,000) 60-lb. bags, t.i., c.i., 30,000 lb. min., divd., zone 1	lb.	2.87	-
Hydroxypropyl methylcelluloses, U.S.P. (visc. 50 through 100 cps) 50 lb. bags, t.i., c.i., 30,000 lb. min., divd., zone 1	lb.	2.89	-
Hydroxypropyl methylcellulose (visc. 4,000 through 15,000 cps) 50 lb. bags, t.i., c.i., 30,000 lb. in., divd., zone 1	lb.	2.17	-
Hydroxypropyl methylcellulose (visc. 50 through 100 cps) 50 lb. bags, t.i., c.i., 30,000 lb. min., divd., zone 1	lb.	2.84	-
3-Hydroxyquindine (see Oxyquinalidine)			
Hypophosphorous acid, purif., 50% dms., o.l. works	lb.	3.15	-
dark.....	lb.	.60	-
other shades, bgs., c.i., frt. equald.	lb.	.50	.56
Isoatoic anhydride, bgs., f.o.b. works	lb.	1.40	-
Isoamyl alcohol, 95% tanks, frt. alid.	lb.	1.44	1.48
Isobornanol, 100 lb. dms.	lb.	7.25	-
Isobutyryl acetate, dms.	lb.	.80	1.15
Isobutyryl acetate, solvent grade, tanks, frt. alid.	lb.	.45	.48
Isobutyryl acrylate, tanks, frt. alid. E.	lb.	.71	-
Isobutyryl alcohol, tanks, divd.	lb.	.29	-
Isobutyrylens, 99%, tanks, f.o.b. works	lb.	.32	-
Isobutyryl isobutyrate, tanks, f.o.b. works	lb.	.42½	-
Isobutyryl methacrylate, tanks, divd.	lb.	.87	-
Isobutyryl phenylacetate, dms.	lb.	3.10	3.50
Isobutyryl sebacate, dms.	lb.	3.45	-
Isobutyrylaldehyde, tech., dms., c.i., divd.	lb.	.43	-
tanks, divd.	lb.	.35	-
Isobutyric acid, dms., c.i., t.i., divd.	lb.	No Prices	
tanks, same basis	lb.	.75	
Isobutyronitrile, dms., c.i., f.o.b. works frt. collect.	lb.	.84	-
tanks, same basis	lb.	.75	-
Isoeugenol, dms.	lb.	5.20	5.60
Isoniazid, powd.	kilo	12.00	-
Isonicotinic acid, hydrazine (see Isoniazid).			
Isononyl alcohol, dms., t.i.	lb.	.48	-
Iso-octyl alcohol, tanks, divd.	lb.	.44	-
Isophorone, tanks divd.	lb.	.81	-
Isophthalic acid, 98%, bulk, f.o.b., Joliet, Ill., min. frt. alid.	lb.	.48	-
Isophthalonitrile, bgs., t.i., works	lb.	2.65	-
Isoopropyl acetate, tanks, divd.	lb.	.47	-
Isoopropyl alcohol, anhyd., 99%, tanks, divd.	gal.	1.38	-
refd., 95%, tanks, divd.	gal.	1.31	-
refd., 91%, tanks, divd.	gal.	1.25	-
Isoopropylether, tanks, divd.	lb.	.44	-
crude, tanks, divd.	lb.	.37	-
Isopropylamine. (see Mono-, Di- or Tri-).			
Isopropyl myristate, dms., t.i., E.	lb.	1.19	1.60
Itaconic acid, refd. bgs t.i.	lb.	1.45	1.48
<b>J</b>			
J acid, paste, dms., works, 100% basis.	kilo	4.75	-
Japan wax, cs.	lb.	6.50	5.80
Jojoba oil, 55-gal. dms., f.o.b. Arizona producing point	gal.	30.00	40.00
Juniperberry oil, Italian	kilo	120.00	-
<b>K</b>			
Kaolin, water washed, fully calcined, bags c.i., f.o.b. Georgia	ton	255.00	-
NF pwd., colloidal, bacteria controlled, 50 lb. bags, 5,000 lb. lots	lb.	.24	-
Kaolin, uncalcined, No. 1 coating, bulk, c.i., f.o.b., Georgia	ton	84.00	-
No. 2 coating	ton	75.00	-
No. 3 coating	ton	73.00	-
No. 4 coating	ton	70.00	-
filler, gen'l purpose, same basis	ton	68.00	-
delaminated water washed, uncalched paint grade 1 micron avg. same basis	ton	182.00	-
dry-grd. airfloated soft, same basis	ton	80.00	-
Karaya gum, No. 1, powd., bbls.	lb.	2.25	-
No. 2, powd., bbls.	lb.		
Lime, chemical, pebble (quicklime), bulk, 50,000 lbs., works, f.o.b. plants	ton	39.00	45.00
Lime, chemical, hydrated, bulk, same basis	ton	48.00	50.00
bgs., same basis	ton	54.00	57.00
Lime, NF, purif., 100-lb. dms.	lb.	.09	-
Lime oil, dist., Mexican, dms.	lb.	5.60	-
Haitian, dist., dms.	lb.	6.50	-
expressed, dms.	lb.	17.50	-
Lime salts (see Calcium), d-Limonene, dms.	kilo	.70	.85
Linalool ex bols de rose oil, dms.	lb.	6.35	-
syn., 98-100% dms., f.o.b. works	lb.	2.93	-
Linalool oxide, syn., 55-gal. dm.	lb.	7.75	-

J Jack, pawpaw  
Japan wax  
Jojoba oil, propylene  
Juniperberry

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K

Kaolin, water washed, fully calcined, bags c.i., f.o.b. Georgia .. ton	255.00	-		
NF pwd., colloidal, bacteria controlled, 50 lb. bags, 5,000 lb. lots.....lb.	.24	-		
Kaolin, uncalcined, No. 1 coating, bulk, c.i., f.o.b., Georgia .....ton	84.00	-		
No. 2 coating .....ton	76.00	-		
No. 3 coating .....ton	73.00	-		
No. 4 coating .....ton	70.00	-		
filler, gen'l purpose, same basis.....ton	58.00	-		
de-laminated water washed, uncal- ched paint grade 1 micron avg., same basis.....ton	182.00	-		
dry-grd. airfloated soft, same ba- sis.....ton	60.00	-		
Karaya gum, No. 1, powd., bbls. ....lb.	2.25	-		
No. 2, powd., bbls. ....lb.	1.95	-		
Kola nuts, bgs. ....lb.	.52	.57		
 <b>L</b>  				
Lacquer diluent petroleum, 140F.- 200F. b.r., t.c., New Jersey and New York .....gal.	1.25	-		
Houston, Texas .....gal.	1.29	-		
Lacquer diluent, petroleum 200F.- 240F. b.r., tankcars, New York and New Jersey....gal.	1.20	1.25		
Houston, Tex. ....gal.	1.12	-		
Lactic acid, food grade 88%, t.c., f.o.b. works.....lb.	1.06	-		
50%, l.c., frt. equald. ....lb.	.82	-		
tech., 88%, t.c., frt. equald. ....lb.	1.03	-		
Lactose, edible, reg. bgs., o.l., works.....lb.	.22	.28		
Lactose, USP, reg. dms., o.l., t.l., frt. equald. ....lb.	.56	.69		
Lactose, USP, spray dried, bgs., t.l., frt. equald. ....lb.	.22	.28		
di-Leucine, dms., 1 kilo works. ....kilo	60.00	80.00		
Licorice root, whole, bgs. ....lb.	.40	.50		
gran., bgs. ....lb.	.70	.80		
powd., bgs. ....lb.	.95	-		
Lignosulfonate (see under Ammonium or Sodium lignin a- tonate).				
Lime, chemical, pebble (quicklime), bulk, 50,000 lbs., works, f.o.b. plants.....ton	39.00	45.00		
Lime, chemical, hydrated, bulk, same basis.....ton	48.00	50.00		
bgs., same basis.....ton	54.00	57.00		
Lime, NF, purif., 100-lb. dms. ....lb.	.09	-		
Lime oil, dist., Mexican, dms. ....lb.	5.80	-		
Haitian, dist., dms. ....lb.	6.50	-		
expressed, dms. ....lb.	17.50	-		
Lime salts (see Calcium).				
α-Limonene, dms. ....kilo	.70	.85		
Linalool ex baie de rose oil, dms. ....lb.	6.35	-		
syn., 98-100% dms., f.o.b. works. ....lb.	2.93	-		
Linalool oxide, syn., 85-gal. dm. ....lb.	7.75	-		
Linalyl acetate ex baie de rose oil, 90- 92%, dms. ....lb.	18.00	21.00		
syn. 98-100%, dms., f.o.b. works. ....lb.	3.10	-		
Linalyl benzoate, syn., 55-gal. dms. ....lb.	8.00	-		
Linalyl cinnamate, syn., 55-gal. dms. ....lb.	59.85	-		
Linalyl formate, syn., 55-gal. dme. ....lb.	7.75	8.60		
Linalyl isobutyrate, syn., 55-gal. dms. ....lb.	8.60	8.65		
Lindane, 20% formulation, dms., dvd ..... gal	13.10	-		
99.9% tech., dms., t.l., dvd ..... lb.	8.50	-		
Linalyl propionate, syn., 55-gal. dms. ....lb.	7.90	-		
Linden flowers, with leaves, bgs. ....lb.	.78	.85		
without leaves, bgs. ....lb.	.80	1.15		
Linseed meal (see Oils, Fats & Waxes market report).				
Linseed oil (see Oils, Fats & Waxes market report)				
Linseed oil fatty acid, dist., dms. ....lb.	.80	.87		
tanks. ....lb.	.53	.62		
Litharge, com.l., powd., bgs., o.l., works. ....lb.	.36½	.60		
Lithium bromide, anhyd., dms., ton lots, dvd. ....lb.	8.27	-		
com., same basis. ....lb.	4.00	-		
Lithium carbonate, powd., bgs., o.l., t.l., dvd. ....lb.	1.50	-		
Lithium chloride, anhyd., o.l., t.l., dvd. ....lb.	3.32	-		

M

M							
Lithium hydride, c.i., t.i., dived. 10,000 or more	.b.	Manganese carbonate, fused, 31% Mn.	.34½	-	Methyl violet toner, tungstated, PTA, bbis., same basis	4.70	5.20
Lithium hydroxide, monohydrate, dms., c.i., t.i., dived.	.b.	Manganese carbonate, fertilizer grade, prop. 6½-7% Mn, dms.	.42	-	4,4,-Methylene dianiline (p,p-di-aminodiphenyl methane) crude, dms., t.i., f.o.b. .b.	1.75	-
Lithium hypochlorite, c.i., t.i., works	.b.	Manganese sulfate, 75%-78% MnSO <sub>4</sub> , run-of-pile, 50-ton cars, dived.	280.00	-	purif., flake, same basis	2.25	-
Lithium metal, 1,000-lb. lots or more, dived.	.b.	E. of Mex. .ton	245.00	-	Methylene di-p-phenylene di-isocyanate (see diphenylmethane 4,4-di-isocyanate).		
Lithium nitrate, tech., dms., 100-lb. lots.	.b.	tank, hopper cars, same basis .ton	330.00	-	Methylene chloride, tanks, 4,000 gal.-min., consumers, dived. .b.	.35	-
Lithium stearate, bgs., c.i., frt. alid.	.b.	Manganese sulfate, 28% Mn, gran. bgs., c.i., t.i., works .ton	.60	-	Methylpentanediol (see Hexylene glycol).		
Lithium sulfate, anhydrous, t.i. dived.	.b.	Manganese sulfate, lq., 6% Mn, dms., frt. alid.	3.25	-	Methylphenylpyrazolone (see 1-Phenyl-3-methyl-pyrazolone-5).		
Lithol red toner, barium, dms., frt. alid.	.b.	Manganol, com., powd., dms., t.i., works .b.	3.09	-	a-Methylstyrene, f.o.b. shipping pt..lb.	.44	-
calcium, dms., same basis .b.	.b.	Vyprum French .b.	3.27	-	p-Methylnaphthalene, bulk, works. gal.	1.38	-
Lithol rubine toner (red 57), reactivated, dms., frt. alid.	.b.	Egyptian .b.	3.50	-	Methylnaphthol chloride (see Methylene blue).		
Litsea cubeba oil, dms.	.b.	WST (see 2-Mercaptobenzothiazole).	5.00	-	Mica, dry-grd., joint cement, plastic, 50 lb., bgs., c.i., works .b.	.07½	-
Locust bean gum, powd., bgs.	.b.	WSTS (see Mercaptobenzothiazyl disulfide).	6.00	-	dry-grd., roofing, 20 to 80 mesh. works .b.	.07	-
2,4-Lutidine, dms., t.i., frt. equald. klo	.b.	UDC (see Diphenylmethane 4,4-di-isocyanate)	6.75	-	paint or lacq., wet-grd., 325-mesh, bgs., c.i., f.o.b. works .b.	.18½	-
Lycopodium, 60-lb. dms.	.b.	Vanite, bgs., c.i., t.i., 40,000-lb. min., f.o.b. works .b.	8.00	-	rubber, bgs., c.i., f.o.b. works .b.	.18½	-
1-Lysine monohydrochloride, feed grade, 10,000 lbs. dived.	.b.	Vanite-formaldehyde resin, g.p. t.i. frt. alid .b.	8.00	-	wallpaper, bgs., c.i., f.o.b. works .b.	.22	-
grade, 10,000 lbs. dived .b.	.b.	Folding compounds, same basis .b.	1.35	-	Microcrystalline wax, petroleum, coating grades, FDA, tanks, works .b.	.36½	.48½
Mace, East Indian, siftings, .b.	.b.	Vanitol, crude, tanks, works At- lantic Coast .b.	14	-	Mineral oil, white, 50-65 vis., USP light tanks, refy .b.	2.38	-
Slaauw #2 .b.	.b.	Gulfport, same basis .b.	18	-	65-75 vis., tanks, refy .b.	2.42	-
Magnesia, tech., light, neoprene-grade, bgs., c.i., t.i., works	.b.	Hartland, nat., USP, Brazilian large and regular crystals, spot, co., bulk .b.	18	-	80-90 vis., tanks, refy .b.	2.45	-
Magnesia, syn., tech., chemical-grade, bulk, c.i., t.i., works .b.	.b.	bulk .b.	18	-	145-155 vis., tanks, refy .b.	2.53	-
bags, c.i., t.i., same basis .b.	.b.	Mercuric chloride NF, gran., powd., 100-lb. dms., f.o.b. works .b.	18	-	USP 180-190 vis., tanks, refy .b.	2.54	-
deadburned, bulk, same basis .b.	.b.	Mercuric oxide, red, purif., 100-lb. dna., works, frt. alid .b.	18	-	200-210 vis., tanks, refy .b.	2.58	-
bgs., same basis .b.	.b.	Mercuric oxide, red, purif., 100-lb. dna., f.o.b. works .b.	18	-	340-350 vis., tanks, refy .b.	2.65	-
Magnesia, nat., tech., heavy, 85%, 160 mesh, bulk, c.i., t.i., f.o.b. Nev.	.b.	Mercury, ammoniated (see White precipitate USP XV).	18	-	Mineral spirits, petroleum, odorless, tanks, New Jersey .b.	1.83	1.88
90%, 325 mesh, same basis .ton	.ton	Mercapto-benzothiazole, bgs., t.i., works, frt. alid .b.	18	-	Houston, Tex. .b.	1.78	1.79
Magnesium bromide, 80-lb. dms., hexahydrate .b.	.b.	Mercapto-benzothiazyl disulfide t.i., dna., works, frt. alid .b.	18	-	Mineral spirits, petroleum, regular, tanks, New Jersey .b.	1.41	1.49
Magnesium carbonate, light, tech., bgs., c.i., t.i., works, frt. equald.	.b.	Mercapto-benzothiazyl disulfide t.i., dna., works, frt. alid .b.	18	-	Houston, Tex. .b.	1.41	1.43
USP, lite bgs., c.i., same basis .b.	.b.	Mercapto-benzothiazyl disulfide t.i., dna., works, frt. alid .b.	18	-	Molybdate orange, tabs .b.	1.52	1.95
USP, heavy, bgs., c.i., same basis .b.	.b.	Mercapto-benzothiazyl disulfide t.i., dna., works, frt. alid .b.	18	-	Molybdenum metal, com., powd., 99.8%, dms., works .b.	13.50	-
Magnesium chloride, anhyd., 92%, flake or pebble dms., c.i., works .b.	.b.	Mercapto-benzothiazyl disulfide t.i., dna., works, frt. alid .b.	18	-	Molybdenum trioxide, CP, dms., works, 24,000 lbs. or more,lb. tech., chemical, dms., 24,000 lbs. or more, basis .b.	5.25	-
Magnesium chloride, hydrous, 99%, flake, bgs., c.i., works .b.	.b.	Mercapto-benzothiazyl disulfide t.i., dna., works, frt. alid .b.	18	-	tech. metallurgical, dms., same basis .b.	2.65	2.65
Magnesium gluconate, 100-lb. dna. f.o.b. works, E. .b.	.b.	Methamphetamine hydrochloride, dna. .b.	18	-	Molybdc acid (See Ammonium Dimolybdate)		
Magnesium hydroxide, NF, powd., dms., c.i., t.i., works, frt. equald.	.b.	Methamphetamine hydrochloride, dna. .b.	18	-	Monoammonium phosphate, fert. grade, min. 13% N, 52% P, bulk, c.i., f.o.b. Fla. works .ton	155.00	-
Magnesium metal, 99.8%, Ingots, 10,000-lb. lots or more. f.o.b. Freeport, Tex. .b.	.b.	Methamphetamine hydrochloride, dna. .b.	18	-	Monoammonium phosphate, tech., bgs., c.i., t.i., works, frt. equald. .ton	54.00	-
Magnesium nitrate, tech., flake, 250-lb. dna., t.i., works .b.	.b.	Methamphetamine hydrochloride, dna. .b.	18	-	food grade, bgs., c.i., same basis .ton	59.25	-
Magnesium oxide, USP, light, bgs., c.i., works, frt. equald. .b.	.b.	Methanol, syn., barges, f.o.b. producing point, Gulf Coast .gal.	18	-	Mono-tert-butyl-m-creosol, bulk, t.i., lb.	1.69	-
heavy, dms., c.i., same basis .b.	.b.	Methanol, syn., barges, f.o.b. producing point, Gulf Coast .gal.	18	-	Monobutylamine, bulk, dived .b.	.96	1.00
Magnesium oxide, tech. (see Magnesia).		Methanol, syn., barges, f.o.b. producing point, Gulf Coast .gal.	18	-	Monochloroacetic acid, purif. (see Chloroacetic acid, mono).		
Magnesium phosphate, tribasic, tech., 60-lb. bgs., f.o.b. .b.	.b.	Methanol, syn., barges, f.o.b. producing point, Gulf Coast .gal.	18	-	Monochlorobenzene, tanks, f.o.b. .b.		
Magnesium silicate (see Talc).		Methyl acetate, non-ret. dms., c.i., dna. .b.	18	-	Monooethanolamine, tanks, f.o.b. .b.		
Magnesium silicofluoride, bgs., c.i., t.i., works .b.	.b.	Methyl acetate, non-ret. dms., c.i., dna. .b.	18	-	Monoethylamine, 70% aqueous tanks, frt. prepaid, 100% basis .b.	.94	-
Magnesium stearate, bulk, t.i. .b.	.b.	Methyl acetate, non-ret. dms., c.i., dna. .b.	18	-	anhyd., tanks, same basis .b.	.92	-
Magnesium sulfate 10% Mg. (epson salts), tech., bgs., t.i., works .b.	.b.	Methyl acetate, tank, dived .b.	18	-	Monoisopropanolamine, dna., c.i., frt. alid .E. .b.	.78	-
bulk, same basis .b.	.b.	Methyl acetate, tank, dived .b.	18	-	Monoisopropylamine, anhyd., dms., c.i., frt. prepaid .b.	.78	-
USP, cryst., bgs., same basis .b.	.b.	Methyl alcohol (see Methanol) .b.	18	-	tanks, same basis .b.	.78	-
USP, cryst., bulk, same basis .b.	.b.	Methyl alcohol, tank, dived .b.	18	-	Monomethylamine, anhyd., tanks, contained baels frt. equald. .b.	.54½	-
Magnesium sulfate, 17% Mg. (synthetic monohydrate), leach. bgs. t.i., works .b.	.b.	Methyl alcohol, tank, dived .b.	18	-	25% soin., tanks, frt. alid. 100% basis .b.	.57	-
CP, same basis .b.	.b.	Methyl alcohol, tank, dived .b.	18	-	40-80% soin., tanks, frt. equald. 100% basis .b.	.63½	-
Magnesium sulfate, anhydrous, CP bgs., t.i., works .b.	.b.	Methyl alcohol, tank, dived .b.	18	-	Monopotassium glutamate, dms., 980 lb. or more, frt. alid .b.	2.50	-
Magnesium sulfate trisulfate, tech., bgs., t.i., works .b.	.b.	Methyl alcohol, tank, dived .b.	18	-	Monosodium glutamate, 50-lb. bgs. o.i., t.i., dived .b.	.78	.80
Magnesium trisilicate, USP, powd., ib. dms., 5,000-lb. lots .b.	.b.	Methyl alcohol, tank, dived .b.	18	-	100-lb. drums, c.i., t.i., dived .b.	.85	-
USP, micronized powd., dms., 375-lb. lots .b.	.b.	Methyl alcohol, tank, dived .b.	18	-	Monosodium phosphate (see Sodiumphosphate, monobasic).		
Malathion, tech., dms., t.i., works .b.	.b.	Methyl alcohol, tank, dived .b.	18	-	Monlan wax, crude, Imp. German .b. dom., Calif., bgs., o.i., t.i., f.o.b. shpt. pt. .b.	.55	.57
Malic acid, cryst., powd., drums, 100 kilos, f.o.b. .b.	.b.	Methyl alcohol, tank, dived .b.	18	-	refd., dom. Calif., same basis .b.	.61	-
drums, lons, f.o.b. .b.	.b.	Methyl alcohol, tank, dived .b.	18	-	Morphine alkaloid, NF, 25 k lots .b.	1018.00	-
Maleic anhydride, bgs., t.i., works, frt. equald. .b.	.b.	Methyl alcohol, tank, dived .b.	18	-	Morphine sulfate, USP, 25 k lots .b.	850.00	-
tanks, works, frt. equald. .b.	.b.	Methyl alcohol, tank, dived .b.	18	-	Morpholine, dms., o.i., frt. alid. E. .b.	1.02	-
Maleic acid, purif. and food grades, 50-lb. bgs., t.i., o.i., dived .b.	.b.	Methyl alcohol, tank, dived .b.	18	-	tanks, frt. alid. E. .b.	.94	-
Mandarin oil, Brazilian, dms., 1,000 kilo lots .b.	.b.	Methyl alcohol, tank, dived .b.	18	-	Muriatic acid (see Hydrochloric acid).		
Mandelic acid, dms., 1,000 kilo lots .b.	.b.	Methyl alcohol, tank, dived .b.	18	-	Musk. syn., ambratle, 25-lb. cans .b.	6.00	7.00
Manganese acetate, dihydrate, dna., dived .b.	.b.	Methyl alcohol, tank, dived .b.	18	-	Musk. syn., ketones, dna. .b.	10.75	-
tetrahydrate, dna., t.i., dived .b.	.b.	Methyl alcohol, tank, dived .b.	18	-	Musk. syn., xylof, dna. .b.	3.60	-
Manganese borate printing ink drier, bgs., t.i., works .b.	.b.	Methyl alcohol, tank, dived .b.	18	-	Mustard oil, syn. (see Allyl isothiocyanate).		
Manganese borate, tech., dms., t.i., works .b.	.b.	Methyl alcohol, tank, dived .b.	18	-	Mustard seed, Brown No. 1 .b.	.22	-
Manganese carbonate, chemical grade, 48% Mn. bgs., 20,000-lb. lots or more, works .b.	.b.	Methyl alcohol, tank, dived .b.	18	-	Canadian No. 1 Yellow .b.	.22	-
Manganese chloride, anhyd., dna., 20,000-lb. lots or more .b.	.b.	Methyl alcohol, tank, dived .b.	18	-	Oriental No. 1 bgs. .b.	.22	-
Manganese dioxide, nat., African, grd. 74%-76% MnO <sub>2</sub> , 100-lb. bgs., 10-l. works .b.	.b.	Methyl alcohol, tank, dived .b.	18	-	Myrra oil (see Bay oil).		
84% MnO <sub>2</sub> , same basis .ton	.ton	Methyl alcohol, tank, dived .b.	18	-	Myristic acid, com., pure, t.i., bgs. tanks .b.	1.30	-
Manganese dioxide, syn., cryst., battery grade, 80%-82% MnO <sub>2</sub> , 100-lb. bgs., o.i., works .b.	.b.	Methyl alcohol, tank, dived .b.	18	-	tanks .b.	1.12	-
chemical, ferrite grade, same basis .b.	.b.	Methyl alcohol, tank, dived .b.	18	-	Myristica oil (see Nutmeg oil).		
Manganese gluconate, FCC grade, 100-lb. dna., f.o.b. works .b.	.b.	Methyl alcohol, tank, dived .b.	18	-	Myrrh gum, bgs. .b.	2.25	-
Manganese hydrate dna., dived .b.	.b.	Methyl alcohol, tank, dived .b.	18	-			
Manganese hypophosphite, NF, dna., dms., o.i., works .b.	.b.	Methyl alcohol, tank, dived .b.	18	-			
Manganese metal, electrolytic, No. 1 chip, bulk, o.i., works .b.	.b.	Methyl alcohol, tank, dived .b.	18	-			
dms., o.i., works .b.	.b.	Methyl alcohol, tank, dived .b.	18	-			

# **CHEMICAL PRICES**

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**WEEK ENDING NOV 7, 1986**

Oleum (see Sulfuric acid, fuming).			
Olibanum gum, tears, bgs.	lb.	2.10	-
Olive oil, edible, Spanish, dms.	gal.	8.00	-
Italian B-type	gal.	5.40	5.50
Olive, crude, works.	ton	12.00	-
20 mesh. works	ton	15.00	-
100 mesh. works	ton	20.00	-
Opium, U.S.P., gran. powd. 25-kilo lots.	kilo	125.00	-
Orange oil, expressed, U.S.P., Calif., dms., f.o.b. plant	lb.	1.20	-
expressed Valencia, dms.	lb.	1.00	1.20
Calif., dist., crs. f.o.b. plant	lb.	.90	1.00
Florida, dms.	lb.	.80	.80
Brazilian	kilo	1.00	-
West Indian, bitter, N.F. X., crs., dms.	lb.	13.00	-
Orange peel, bitter, Haitian bts.	lb.	.38	-
Oregano, Greco, 30M	lb.	2.80	-
Turkey	lb.	2.80	-
Mexico	lb.	1.05	-
Origanum oil, Spanish, crs.	kilo	35.00	-
Orris root, Florentine, bts.	lb.	4.00	-
powd., bbs., bxs.	lb.	4.80	6.00
Verona bts.	lb.	3.00	-
powd., bbs., bxs.	lb.	4.80	6.00
Ouncury wax, refd., pure, bgs.	lb.	3.25	3.35
Oxalic acid, bgs., c.t., works	lb.	.44	-
b-Oxynaphthoic acid dms. works, tech.	lb.	2.56	-
Oxyquinaline base, pure, 1,000 lbs., frt. alid.	lb.	8.00	-
Oxyquinolines sulfate, 100 lbs. frt. alid.	lb.	4.00	-
<b>P</b>			
Palladium metal, works.	Troy-oz.	128.00	-
Palm oil, (see Oils, Fats & Waxes Market Report)			
Palm oil acid, dbl-dist. dms.	lb.	.31½	-
tanks	lb.	.30	-
s.d. dms.	lb.	.42	.45
tanks	lb.	.35	-
Palm kernel oil, bulk, c.t., U.S. ports	lb.	.18½	.18½
Palmarosa oil, Indian dms.	kilo	42.00	-
Palmitic acid, 80%, tech., bags.	lb.	.53	-
tanks	lb.	.51	-
Papaverine hydrochloride, NF powd., imp. bulk	kilo	56.00	-
Paprika, Hungarian, 100 AU bgs.	lb.	.80	-
Spanish, 110 AU bgs.	lb.	.90	-
Paraffin, fully-refd., 127-130F., ASTM, tanks, refy		.29	.35
130-135 F., ASTM, tanks, refy.		.33½	.39
140-145 F., ASTM, tanks, refy.		.35	.41½
150-155 F., ASTM, tanks, refy.		.41½	.48
slack wax, 5% oil, tanks refy		.19	-
12% oil, tanks refy		.21	-
20% oil, tanks refy		.16	-
AMP temperatures are an arbitrary 3F higher than ASTP.			
Paraldehyde, 91%, flake, bgs.			
c.t., t.l., divd.	lb.	.29½	-
95%, powd., bgs., c.t., t.l. divd. lb.		.39½	-
Paraldehyde, tech., 88%, 55-gal. dms., t.l., divd. E.	lb.	.76½	-
tanks, divd. E.	lb.	.58½	-
Parathion, ethyl, dms., frt. alid.	lb.	1.76	-
Parathion methyl (see Methyl parathion).			
Para toner red, bbs.	lb.	3.75	-
chlorinated, (red 4) kgs.	lb.	3.75	-
Patchouli oil, Indonesian., dms.	kilo	18.50	20.00
Patchouli oil, Chinese.	kilo	19.00	21.00
Peach kernel oil, USP (see Apricot kernel oil).			
Peanut meal (see Oils, Fats & Waxes market report).			
Peanut oil (see Oils, Fats & Waxes market report).			
Pectin dom., N.F., citrus, powd., 100- kilo lots divd.	lb.	3.90	3.70
Pelargonic acid, nat., tanks, min. frt. alid.	lb.	.70	-
syn., tanks, f.o.b. frt. alid.	lb.	.70	-
Penicillin, potassium, non-sterile, 200- billion-unit lots.	billion units	25.00	30.00
Penicillin, procaine, 50-billion-unit lots, bulk.	billion units	38.00	-
Pennyroyal oil, dms.	lb.	10.25	-
Pentachlorophenol, 50-lb. bgs., t.l., f.o.b. Wichita, Kan.	lb.	.55	-
Pentaerythritol, tech., bgs., c.t., f.o.b., frt. alid.	lb.	.71	.72
Pentaerythritol, dl- and tri-isomers (see Dipentaerythritol & Tri-pentaerythritol).			
Pentaerythritol triacrylate, t.l. dms., f.o.b. works,	lb.	1.50	-
Pentobarbital, dms., 100 lbs. or more, frt. alid.	lb.	7.00	-
Pentobarbital-sodium, dms., 100 lbs. or more, divd.	lb.	14.00	-
Pentylene tetrazol, N.F., dms., 200-kilo lots.	kilo	32.00	-
Pepper, black, Brazilian, bgs.	lb.	2.28	-
Lampung, bgs.	lb.	2.30	-
Malabar, bgs.	lb.	2.28	-
Tetlicherry, bgs.	lb.	2.35	-
Pepper, red Chinese Fukien rice bgs.	lb.	.88	-
Hainan, bgs.	lb.	1.00	-
Ling, bgs.	lb.	.78	-
Indian, 8-4, bgs.	lb.	.70	-
Pakistan, dendicuts, bgs.	lb.	.43	-
Pepper, white, Muntox, bgs.	lb.	3.05	-
Peppermint leaves, imp., dms.	lb.	2.85	-
Peppermint oil, Madras.	lb.	14.00	-
Midwest	lb.	15.00	-
Willamette	lb.	11.00	-
Yakima	lb.	8.00	-
syn., dms. f.o.b. works	lb.	7.00	9.00
Brazilian	kilo	8.50	-
Chinese	kilo	8.90	-

# **CHEMICAL PRICES**

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WEEK ENDING NOV 7, 1998

CHEMICAL PRICES							
WEEK ENDING NOV 7, 1986							
Perchloroethylene, dry cleaning grade, dist., tanks, dived.	.28½	-					
Indust. grade, consumers, tanks, dived.	.31	-					
Peracid, dms.	2.55	-					
Permanent red 2B, (red 46), calcium salts, dms., frit. alid.	6.25	-					
barium salts, same basis	8.25	-					
Peru balsam, t.o.b.	3.25	-					
Petitgrain oil, Paraguay	5.00	-					
Petroletum, USP, snow white, dms., c.i., refy.	.375	-					
tanks, refy.	.310	-					
USP, soft white, dms., c.i., refy.	.375	-					
tanks, refy.	.310	-					
USP, bl. white, dms., c.i., refy.	.370	-					
Petroletum, USP, Lilly white, tanks, refy.	.305	-					
USP, cream, dms., c.i., refy.	.365	-					
tanks, refy.	.30	-					
USP, soft yellow, dms., c.i., refy.	.360	-					
tanks, refy.	.285	-					
USP, amber, dms., c.i., refy.	.345	-					
tanks, refy.	.280	-					
Petroleum pitch (see Asphalt, petroleum).							
Petroletum sulfonate, 80-82%, sulfonic cont., HMW, bulk, works.	.484	.49					
MMW, same basis	.49	-					
LMW, same basis	.49	.49½					
Prices for 51% sulfonic content 2d per lb. lower on corresponding molecular wts.							
Phenacite USP, powd., 200-lb. dms., 1,000-lb. lots, dived.	2.20	-					
100-lb. dms., 1,000-lb. lots, dived.	2.22	2.45					
p-Phenoxide, dms., c.i., t.o.b.	2.00	-					
Phenobarbital, USP, dms., 500-kilo lots, f.o.b. works	18.50	-					
Phenoxybarbital-sodium, NF, 500-kilo lots, f.o.b. works	27.00	-					
Phenol, sym. tanks, frit. equad.	.25	.29					
p-Phenolsulfonic acid, 68% sol'n., dms., c.i., f.o.b. works	.64	-					
tanks, same basis	.58	-					
Phenothiazine, indust. grade, 50-lb. bags, c.i., f.o.b. works	2.33	-					
puff. grade, same basis	2.69	-					
Phenyl acetate, dms., 10-lb. lots, works.	1.04	-					
Phenylacetic acid, pure cryst., 25-lb. cans.	4.50	-					
di-Phenylamine, dms., 25-kilo lots.	84.00	-					
1-Phenyl-3-carboxy pyrazoline-5, dms., 200-lb. lots, dived.	3.45	-					
n-Phenylenediamine, cast, dms., c.i., t.i., f.o.b. works	2.07	-					
o-Phenylenediamine, naked, dms., t.i., f.o.b. works	3.25	-					
p-Phenylenediamine, naked, dms., f.o.b. works	4.00	-					
Phenylaphrine hydrochloride, USP 100-kilo lots or more	176.00	185.00					
Phenylethyl acetate, dms.	3.35	-					
2-Phenylethyl alcohol, NF, dms., ib.	2.10	2.20					
o-Phenylethylamine, dms., 30,000-lbs. or more, frit. alid.	1.50	-					
Phenylethylphenyl acetate, 25-lb. cans.	6.50	6.90					
Phenylyaconic acid (see Mandelic acid).							
Phenyldiazine, 99% min., dms., ib.	3.50	-					
1-Phenyl-3-methyl-5-pyrazolone, dms., 250-lb. lots, dived.	1.80	-					
o-Phenylphenol, dms., t.i., works.	1.35	2.00					
p-Phenylphenol, bags, t.i., 40,000-lbs. or more, works.	1.85	-					
Phenylpropanolamine hydrochloride, 100-kilo dm.	24.00	28.00					
Phenylsalicylate, purif. cryst., dms., E.	2.75	-					
flakes, E.	2.25	-					
Phloxine Ionar (red 90), dms., frit. alid.	2.35	-					
Phosgene, 1-ton ret. cyls. 5 to 9-cyl. quantities, works.	1.95	2.05					
Phosphate rock, fine, sand pebbles, run of mine washed, 65-68% b.p.l. bulk c.i. mines	.55	.87					
vessel, Tampa, same beds	23.15	-					
Phosphoric acid, com'l. and tech. grades, 75% tanks, works.	28.00	-					
80% tanks, works	31.00	-					
85% N.F. tanks, f.o.b. freight equad.	33.50	-					
Food grade prices \$2.00 above tech. grade.							
Phosphoric acid, agricultural grade, 52-54% a.p.e., tanks, works.	3.10	-					
super. min. 70% a.p.e., same basis.	3.48	-					
Phosphorus, white (yellow) solidums, c.i. works, frit. equad.	1.00	-					
tanks, works, f.o.b. works.	.91	-					
Phosphorus oxychloride, tanks, frit. equad.	.40	-					
Phosphorus pentasulfide, powd., dms., c.i. works.	60.00	-					
tetrahydro, sellers	45.00	-					
Phosphorus pentoxide, dms., t.i., works.	.82	-					
c.i. works.	.38	-					
Phosphorus trichloride, dms., c.i., works.	.40	-					
tanks, works.	.35	-					
molten, tanks, same basis	.30	-					
Prices 1-1½% per lb. higher on the West Coast	.27	-					
Phthalimidc, flake, works	.85	-					
Phthalocyanine blue toner, red shade, bbls., frit. alid. E. of Rockies	8.10	9.50					
green shade, same basis	6.40	8.50					
Pimenta see Atapicea							
Pimento leaf oil, dms.	.18	-					
Pine oil, 80% min. alcohol content, bulk, f.o.b. works.	47.00	53.00					
dms., o.i.t., same basis	51.00	54.00					
α-Pinene, perfume grade.	1.82	-					
β-Pinene, perfume grade, tanks.	1.85	4.0					
Piperazine, anhyd., dms., t.i., frit. alid. E.	1.80	-					
Piperazine citrate, 30%, dms., 1,100-lb. lots, frit. alid.	2.25	2.35					
Piperazine dihydrochloride, 63%, dms., t.i., frit. alid.	2.00	-					
Piperazine hexahydrate, 44%, dms., 1,100-lb. lots, frit. alid.	1.60	-					
Piperazine phosphate, 42%, dms., t.i., frit. alid.	1.80	-					
Piperidine diat. 98% min. dms., c.i.t.	6.92	-					
Piperonyl butoxide dms., chrd. E.	5.00	-					
Platinum, metal, works	Troy oz. 560.00	-					
Polycarbonate resin, pellets, nat., t.i., frit. alid.	1.84	1.86					
Polyester resin, unsaturated, g.p. or phthalic, bulk, tankcars, frit. alid.	.51	.53					
Isoophthalic, same basis	.58	.82					
Polyethylene resin, high-density, blow molding, g.p., hopper cars, frit. alid.	.44	.52					
Injection molding, g.p., hopper cars, frit. alid.	.43	.48					
extrusion, g.p., hopper cars, same basis	.47	.48					
wire and cable, nat., hopper cars, same basis	.54	.65					
wire and cable, black, same basis	.86	.75					
Polyethylene resin, low-density, film liner, hopper cars, frit. alid.	.35	.38					
clarity film, hopper cars, frit. alid.	.35	.37					
pellet shrink film, hopper cars, same basis	.35	-					
extrusion coating, hopper cars, same basis	.38	.42					
g.p., hopper cars, same basis	.37	.38					
Polyethylene linear low-density g.p. resin.	.36	.40					
blown film resin	.40	.43½					
cast film resin	.40	.45					
Polyethylene resin, low-density injection molding, g.p., hopper cars, same basis	.46	.48					
fine wire, CATV, power cable, ib.	.70	1.15					
wire and cable thermoplastic high-voltage, natural color, same basis	.80	.80					
wire and cable, XLPE low voltage, 14% carbon black, same basis	.88	.73					
wire and cable jacketing, black ib.	.80	.81					
Polymyxin sulfate, USP, bulk, 50-billion units min. .million units	.52	-					
Polyoxystyrene sorbitan monostearate, dms., 20,000-lb. lots, works.	.73	-					
Polyoxyethylene sorbitan triacetate, dms., 20,000-lb. lots, works.	.73	-					
Polypropylene resin, homopolymer, g.p., nat., t.i., frit. alid.	.46	.48					
copolymer, med. Impact, nat., same basis	.50	.58					
high impact, same basis	.53	.60					
Colored material 6c. per lb. higher for each grade.							
Polyurethane resin, cryst., nat., hopper cars, frit. alid.	.47	-					
Impact, nat., hopper cars, same basis	.48	.50					
high heat, high impact, nat., hopper cars, same basis	.49	.52					
expandable beads (EPs) pkging grade, 1,000-lb. lots.	.88	-					
modified, same basis	.71	.73					
Polyvinyl alcohol, fully hydrolyzed, medium viscosity, bags, t.i., dived.	1.00	1.05					
partially hydrolyzed, medium viscosity, t.i., dived.	1.05	-					
Polyvinyl chloride resin, g.p., homopolymer dispersion, bags, t.i., dived.	.50	-					
g.p. suspension, bulk, same basis	.38	-					

# **CHEMICAL PRICES**

147001-701-NM-100-100-100-100

# CHEMICAL PRICES

WEEK ENDING NOV 7, 1986

	Sodium bicarbonate, USP, powd., reg. grade, bgs., c.i., t.i., works, frt. equald. . . . .	17.05	-	Sodium orthosilicate, tech., anhyd., bgs., c.i., works . . . . .	34.50	-
7,500.00	cokes, same basis. . . . .	18.05	-	Sodium orthosilicate, tech., hydrated, flake, dms., c.i., works, 100 lbs. . . . .	27.45	-
11.00	fine, same basis. . . . .	17.20	-	bgs., c.i., works . . . . .	26.25	-
17.50	gran., same basis. . . . .	17.85	-	Sodium oxalate, 99%, bgs., t.i., works, lb. . . . .	.45	-
.23	gran., fine, same basis. . . . .	17.60	-	Sodium pentachlorophenate, beads o.t. 30,000-lb min. . . . .	.87	-
	Sodium bichromate, gran., bgs., c.i., t.i., works, frt. aqua. . . . .	.57	-	bgs. . . . .	.88	-
	Sodium bisulfide, 400-lb. dms., c.i., frt. equald. . . . .	.78	-	Sodium pentobarbital (see Pentobarbital-sodium).		
	100-lb. bgs., c.i., same basis. . . . .	.76	-	Sodium perborate, tetrahydrate, tech., bgs., c.i., t.i., works . . . . .	.32½	.38½
	Sodium bisulfite, bulk, c.i., works . . . . .	176.00	-	Sodium persulfate, 225-lb. dms., 24,000 lbs. or more, f.o.b. plant . . . . .	.63½	-
	dms., c.i., . . . . .	13.00	-	55-lb. bgs. same basis . . . . .	.62	-
2.75	Sodium bisulfite, anhyd., bgs., c.i., t.i., works, East. . . . .	100 lbs. . . . .	-	Sodium phenobarbital (see Phenobarbital-Sodium).		
	works, West. . . . .	28.50	-	Sodium phenosulfonate, powd., dms., lb. . . . .	.70	-
	Sodium bisulfite, soin., 38%, bulk, 100% basis, works, East. . . . .	32.00	-	Sodium phosphate, anhyd., dibasic tech., bgs., c.i., t.i., works, frt. equald. . . . .	54.60	-
	soin., 100%, bulk, works, West 100 lbs. . . . .	20.80	-	food grade, same basis, 100 lbs. . . . .	57.50	-
	photographic grade, 43% soin., works. . . . .	20.00	-	Sodium phosphate, monobasic, tech., same basis. . . . .	55.76	-
	100 lbs. . . . .	21.80	-	food grade, same basis, 100 lbs. . . . .	59.76	-
	Sodium borate NF, gran., bgs., c.i., works. . . . .	.51	-	tribasic, tech., same basis, 100 lbs. . . . .	62.25	52.75
	powd., same basis. . . . .	.52	-	food grade, same basis, 100 lbs. . . . .	63.25	-
	Sodium borohydride, powd., dms., 1000-5000 lbs. works. . . . .	19.89	21.90	chlorinated, same basis, 100 lbs. . . . .	31.60	-
1.30	Sodium borohydride, stabilized water soln., 12% NaBH <sub>4</sub> , 100% basis, 3000 gal. tankwagon, works, b. . . . .	17.45	-	cryst., tech., same basis, 100 lbs. . . . .	30.50	-
180.00	Sodium bromide, 99%, gran., 400-lb. dms., f.o.b. works. . . . .	1.04	-	cryst., food grade, same basis. . . . .		
21.00	Sodium carbonate, decahydrate, bgs., c.i., t.i., works. . . . .	264.00	-	100 lbs. . . . .	35.50	-
1.10	Sodium carbonate, cryst. monohydrate (see Soda, ash)		-	USP, dried, powd., bgs., dms., works. . . . .	.19	.20½
1.41	Sodium carbonate, monohydrated, bgs., c.i., t.i., works. . . . .	392.00	-	Sodium picramate, tech., paste, 200-lb. dms., dry basis, divd. . . . .	6.50	-
1.63	Sodium carboxymethyl cellulose (see CMC.)		-	Sodium propanoate, dms., 2,000 lbs. or more, f.o.b. frt. alid. . . . .	.54	-
	Sodium chloride, crystal, bulk, t.c., tt., delivered, N.E. . . . .	330.00	-	Sodium pyrophosphate, ackd., tech., bgs., c.i., works, frt. equald. . . . .	58.25	-
	delivered, S.E. . . . .	335.00	-	Sodium pyrophosphate, ferric, dms., c.i., t.i., works. . . . .	61.25	-
	Sodium chloride, cryst., 450-lb. dms., c.i., works. E. . . . .	.27	-	Sodium pyrophosphate, tetrabasic, anhyd., tech., bgs., c.i., t.i., works, frt. equald. . . . .	.3880	-
	Sodium chloride, tech. (see Salt.)		-	bulk, hopper cars, same basis. . . . .	44.75	-
61.20	Sodium chloride, USP, gran., bgs., lb. . . . .	.29	-	100 lbs. . . . .	42.50	-
	Sodium chlorite, tech., dms., c.i., works. . . . .	1.17	1.27	100 lbs. . . . .	53.00	-
25.00	Sodium chromate, anhyd., dms., c.i., t.i., works. . . . .	.67	-	Sodium salicylate, USP, cryst., 200-lb. dms., 1,000-lb. lots or more, works, frt. equald. . . . .	3.00	-
98.00	Sodium citrate, gran., anhyd., 200-lb. dms., c.i., t.i., N.Y. . . . .	1.95	-	USP, powd., 200-lb. dms., 1,000-lb. lots or more, same basis. . . . .	3.05	-
99.00	Sodium clavate, USP, gran., dihydrate, 100-lb. bgs., t.i., f.o.b. shipping point. . . . .	.74½	-	Sodium sesquicarbonate, bulk, c.i., t.i., works. . . . .	170.00	-
	Sodium cyanate, dms., 1,000-lb. lots, works. . . . .	.85	-	bgs., c.i., t.i., works . . . . .	198.00	-
46.50	Sodium cyanide, briquettes or gran., 99% min., 200-lb. dms., min. divd. . . . .	.71	-	Sodium silicate, solid, or glass, 3.22-3.25 ratio, bulk, c.i., t.i., works. . . . .	16.70	-
	Sodium diacetate, anhyd., dms., c.i., works. . . . .	.68	-	1.95-2.00 ratio, bulk, c.i., t.i., works. . . . .	27.75	-
	Sodium diacetate, FCC, 50-lb. bgs., t.i., divd. E. of Rockies. . . . .	.61	.67	100 lbs. . . . .	20.30	-
15.00	Sodium diacetate, tech., 50-lb. dms., c.i., works . . . . .	.52	-	bgs., c.i., t.i., works . . . . .	22.15	-
.80	Sodium erythorbate, powd., gran., t.i., or mixed t.i., f.o.b. shipping point. . . . .	2.80	2.85	"Ratio" indicates percentage by weight of SiO <sub>2</sub> divided by percentage by weight of Na <sub>2</sub> O.	6.30	-
.71	Prices W. of Denver 2c. per pound higher.		-	Sodium silicofluoride, bgs., c.i., t.i., works, frt. equald. . . . .	17.95	19.75
1.10	Sodium ferrocyanide, bgs., t.i., works. . . . .	.60	-	Sodium stannate, dms., wks., frt. alid. E. . . . .	N.A.	-
1.20	Sodium fluoroborate, tech., gran., dms., t.i., works, frt. equald. . . . .	1.77	-	Sodium sulfonate, NF XII, powd., dms., 2,000-lb. lots. . . . .	.22	-
.56	100 bgs., c.i., same basis. . . . .	.6345	-	tech., detergent, rayon-grade, c.i., works, Gulf. . . . .	90.00	98.00
.28½	USP powd., 200-lb. dms., t.i., f.o.b. shipping point. . . . .	4.69	-	Sodium sulfate, West, bulk, c.i., works, frt. equald. . . . .	90.00	101.00
32.50	Sodium formate, bgs., c.i., works. . . . .	.20	-	bulk, c.i., East, same basis. . . . .	113.00	114.00
33.50	Sodium gluconate, tech., 50-lb. bgs., 2,500 lbs. or more frt. alid. . . . .	.60	-	Sodium sulfate, photo grade, 100-lb. bgs., c.i., works. . . . .	47.00	53.00
35.50	Sodium hydride, oil dispersion, 80% NaH, 167-lb. dms., 10 dms., works. . . . .	1.86	-	Sodium sulfhydrate, flake, 70-72%, dms., c.i., works, frt. equald. . . . .	500.00	-
54.50	Sodium hydrosulfide (see Sodium sulfhydrate.)		-	ton	500.00	-
76.50	Sodium hydrosulfite, dms., c.i., t.i., f.o.b. shipping point E. . . . .	.64	-	liq., 44-46%, tanks, works, frt. equald. . . . .	600.00	-
82.50	Sodium hydroxide, USP, pellets, 100-lb. dms., c.i., t.i., works, frt. equald. . . . .	.98	1.08	ton	470.00	-
105.00	Sodium hydroxide, tech. (see Soda, caustic.)		-	bgs., same basis . . . . .	410.00	-
	Sodium hypophosphite, EN grade, 300 lb. dms. f.o.b. works . . . . .	1.425	1.50	Sodium sulfide, fused, dms., c.i., t.i., works, E., frt. equald. . . . .	240.00	-
5	110 lb. dms. . . . .	1.47	1.52	ton	470.00	-
8	Sodium hyposulfite (see Sodium thiosulfate.)		-	bgs., same basis . . . . .	410.00	-
7	Sodium iodide, USP, cryst., 300- to 500-lb. lots, dms., frt. equald. . . . .	14.72	-	Sodium sulfide, fused, dms., c.i., t.i., works, E., frt. equald. . . . .	240.00	-
1.85	Sodium lauryl sulfate, 30%, tanks, f.o.b. works . . . . .	.29	.32	ton	470.00	-
	Sodium lignin sulfonate, bgs., c.i., works. . . . .	26.50	-	bgs., same basis . . . . .	410.00	-
	Sodium metabisulfite (see Sodium bisulfite).		-	Sodium sulfide, fused, dms., c.i., t.i., works, E., frt. equald. . . . .	240.00	-
	Sodium metaborate, octahydrate, gran., bgs., c.i., works. . . . .	.38	-	ton	470.00	-
	tetrahydrate, gran., bgs., c.i., works. . . . .	.48	-	bgs., same basis . . . . .	410.00	-
195.00	Sodium metallo, 12-lb. bricks, dms., c.i., works. . . . .	.93	-	Sodium sulfide, fused, dms., c.i., t.i., works, frt. equald. . . . .	240.00	-
225.00	fused, dms., 24,000-lb. lots or more, works. . . . .	.87	-	ton	470.00	-
570.00	tanks, works . . . . .	.70	.80	bgs., same basis . . . . .	410.00	-
670.00	Sodium metaphosphate, tech., bgs., c.i., f.o.b. shipping pt. frt. equald. . . . .	61.50	-	Sodium sulfocyanide CP (see Sodium thiocyanate).		
28.50	food grade, bgs., c.i., f.o.b. frt. equald. . . . .	68.25	-	Sodium tetraborate (see Borax).		
In West 70c. for gran. and	Sodium metasilicate, anhyd., bgs., c.i., works. . . . .	27.25	-	Sodium tetrathifide, liq., 34%, dms., c.i., works, frt. equald. . . . .	540.00	-
	bulk, c.i., works . . . . .	25.30	-	Sodium thiocyanate, purif., cryst., 250-lb. dms., 5 dms. or more f.o.b. works . . . . .	3.28	-
	pentahydrate, bgs., c.i., f.o.b. shipping point . . . . .	18.95	-	tech., anhyd., dms., 2,000 lbs. or more, works. . . . .	.97	-
	bulk, c.i., works . . . . .	17.20	-	ton	45.60	-
	cryst., dms., t.i., same basis. . . . .	4.87	-	liq., 100-lb. bgs., c.i., t.i., works, frt. equald. . . . .	28.50	-
	t.o.b. works . . . . .	4.12	-	ton	144	-
	Sodium molybdate, anhyd., dms., f.o.b. works, 100 lbs. and over. . . . .	2.00	-	bgs., c.i., frt. alid. E. . . . .	.28	-
	cryst., dms., t.i., same basis. . . . .	2.00	-	ton	39.75	-
	Sodium Nitrate, USP, bgs., c.i., f.o.b. frt. equald. . . . .	34.50	-	liq., 100-lb. bgs., c.i., t.i., same basis. . . . .	37.50	-
	Sodium nitrate, com., industrial, bgs., c.i., works. . . . .	284.00	292.00	ton	48.50	-
	bulk, c.i., works . . . . .	250.00	-	bags, c.i., t.i., same basis. . . . .	5.00	6.50
	imp., com., 100-lb. bgs., c.i., All, or Gulf whse. . . . .	205.00	214.00	Folin grade dms., 10,000 lbs. or more, same basis. . . . .	8.00	-
	bulk, c.i., same basis. . . . .	182.00	-	ton	45.60	-
	imp., agricultur., bulk, c.i., same basis. . . . .	140.00	-	bags, c.i., t.i., same basis. . . . .	.52	-
	com., f.o.b. works. . . . .		-	ton	1.82	-
	Sodium nitrite, USP, dms., f.o.b. works. . . . .		-	bags, c.i., t.i., same basis. . . . .	1.41	-
			-	ton	1.54	-
			-	bags, c.i., t.i., same basis. . . . .	1.16	-
			-	ton	1.16	-
			-	bags, c.i., t.i., same basis. . . . .	1.82	-
			-	ton	1.30	1.35



# AARRON

## EQUIPMENT COMPANY

DIVISION ARECO, INCORPORATED  
735 EAST GREEN STREET  
P.O. BOX 80  
BENSONVILLE, IL 60106

(312) 350-2200  
TX 28-9454 - CABLE AARONECO

## AARON BUYS PLANTS: TOP DOLLAR PAID FOR PROCESS EQUIPMENT... CALL US TODAY!!

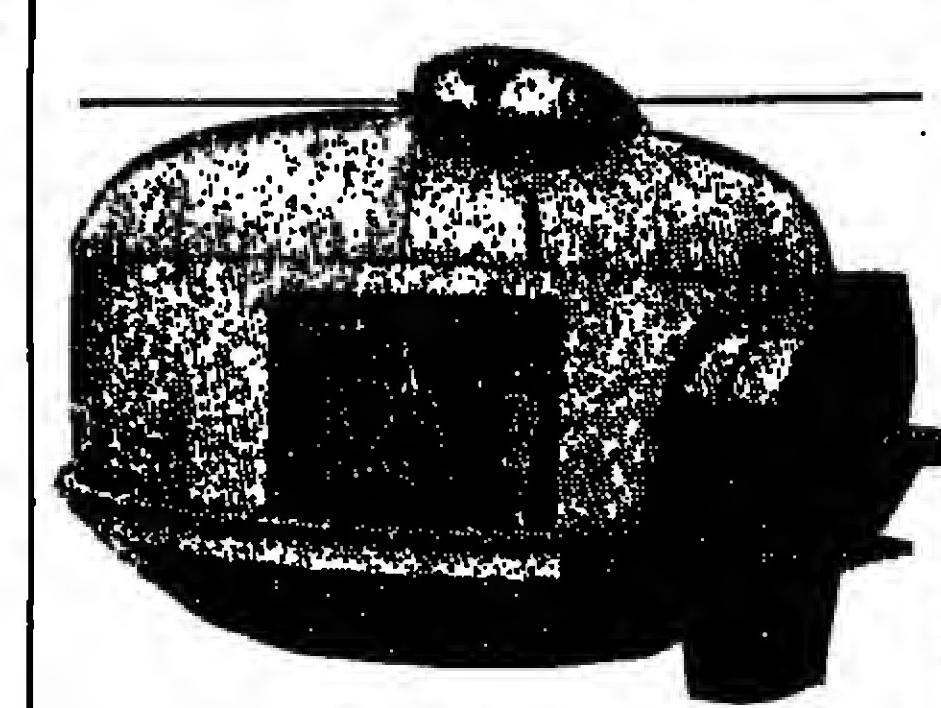
### LIQUIDATION SALE LARGE POLYSTYRENE PLANT

ILLINOIS LOCATION

21888-Pleudler Reactor, 1,500 gal., 316L SS dimple jkt.  
21889-Pleudler Reactor, 10,000 gal., 316L SS clad, 80 HP. (4)  
21900-Metal Alita Corp. vessel, 15,000 gal., 316L SS dimple jkt. (3)  
21897-Brighton Corp. Tank, 12,000 gal. vert., solid 316L SS. (2)  
21898-Brighton Corp. Tank, 12,000 gal. vert., solid 316L SS. (2)  
21875-Bird, 778 cu. ft., S/S, cone bottom flat top. (4)  
21881-Bird, 50 cu. ft., C/S, epoxy lined. (8)  
21882-Bird, 50 cu. ft., C/S, epoxy lined. (8)  
21883-Bird, 50 cu. ft., C/S, epoxy lined, flat top, cont. (4)  
21895-Westinghouse pump, C/S, 15HP, 200 GPM at 44 psig. (2)  
21810-Union Pump-Inline, C/S, mod. 4x6x5 VCK, 40 HP. (4)  
21805-Edu Ronneburg Rot. Dryer, S/S, steam heat, 10 HP. (4)  
21851-Hesters, C/S steam, type BNF 2420 (8)  
21854-Fischer Centrif. filter, 1224 sq. ft., 12 bags.  
21855-Kalnen Feeder, vibratory, 55 cu. ft., mod. 5400-150 (4)  
21801-Sperry Filter Press, 30", alum. (2)  
21852-Screw conveyor, 352 cu. ft., C/S, mod. VF-32-32.  
21853-Screw conveyor, 304 SS, 7" dia. x 11 ft., 1.5 HP.  
21885-Strong Scott Roto Blower, 25 cu. ft., 1.5 HP. (3)  
21820-Weber extruder 8" x 30", L/D, 400 HP.  
21870-Weber extruder 8" x 30", L/D, 800 HP.  
21875-Conair blower, 50 cu. ft., 1024, 40 HP. (2)  
21874-Weber bath, S/S, portable. (4)  
21887-Ross Stain. Mixer, 304SS, 4" x 3 element. (4)  
21817-Ingomar Band pump, in-line pump, 10", 30 HP.  
21815-Goulds C/S submersible pump, 10", 40 HP. (4)  
21812-Union pump-inline, C/S, 7.5 HP (2)  
21810-Tank, 840 gal., flat top & bottom.  
21820-Modern Welding Tank, 4800 gal. horiz. rubber lined.  
21878-German Rupp pump, centrifugal C/S, mod. 92E. (2)  
21871-Prolex extruder 8", 30L1/P, max. 800 HP.  
21892-Bufalo blower, size 30, C/S, 10 HP. (3)  
21808-Bufalo exhaust fan, size 35, type 5, 15 HP.  
21880-Sutor Blower, C/S, 40 HP. (4)  
21922-Bufalo blower, type 40-3CB, 40 HP. (4)  
21894-Bufalo blower, mod. 45-3CB, 75 HP. (3)  
21883-Bird, 32x 50 centrifuge, 80:1 gearbox. (2)

### FILTER PRESSES

19846-Shiner PBF filter press, 12" x 12" alum. plates, closed delivery, 23 chambers.  
20534-Sperry Filter Press, 30", alum.  
20535-Sperry filter press 30", 354 aluminum plates, 357 sq. 15370-Shiner 32" x 32", polypropylene, 27 plates, ratchet closing.  
15923-Shiner ALP, plate & frame, 18 3/8" x 38", 50 cu. ft. recessed plates.  
19740-Clev-Halem filter press, 36", recessed plates, 25 chambers.  
20616-Sperry filter press, 36", cast iron plates, closed delv.  
19462-Independent filter press, 42" x 42", polypropylene, 4 eye closed, 34 chambers.  
20350-Sperry filter press, 42" End closer, 41 alum. plates.



21772-Durchmutter (Crossdrum Type) Pressure batch Filter, 117" Dia., 78 Sq. Ft., jacketed, agit. 15 ft. Side Discharge... Call Korb-Landy (312) 350-2200

### FILTER-ROTARY VAC

15828-FE Inc. 36" dia. x 12", S/S, string disc, 1/2 HP.  
17477-FE, Inc. 3" dia. x 5", T316SS, belt drive, vac/pump.  
11177-Dorr Oliver 5", 5" dia. x 6".  
16533-Oliver T-316SS, precoat 5" x 3".  
19431-KS, flexible, 6" dia. x 6" face, mani-ball S/S.  
16382-Elmo ball filter, 6" dia. x 6" face, Nash pumps.  
15627-Ametek, 6" dia. x 14" face, mani-ball S/S.  
17936-Elmo, 316SS, 10" dia. x 14", knurled top.  
17283-Imperial, filter, 12" dia. x 12", 304SS, Nash vacuum.  
20251-KS, T-304, vacuum filter, 12" dia. x 14", 304SS.  
20233-Dorr Oliver 11" x 15" face, 5/8 cont. parts.  
11485-Elmo single pitch press, 600-3001 (14), 12 ton.  
10890-Stokes, mod. R-4 press, 20 tons.

### PRESSES

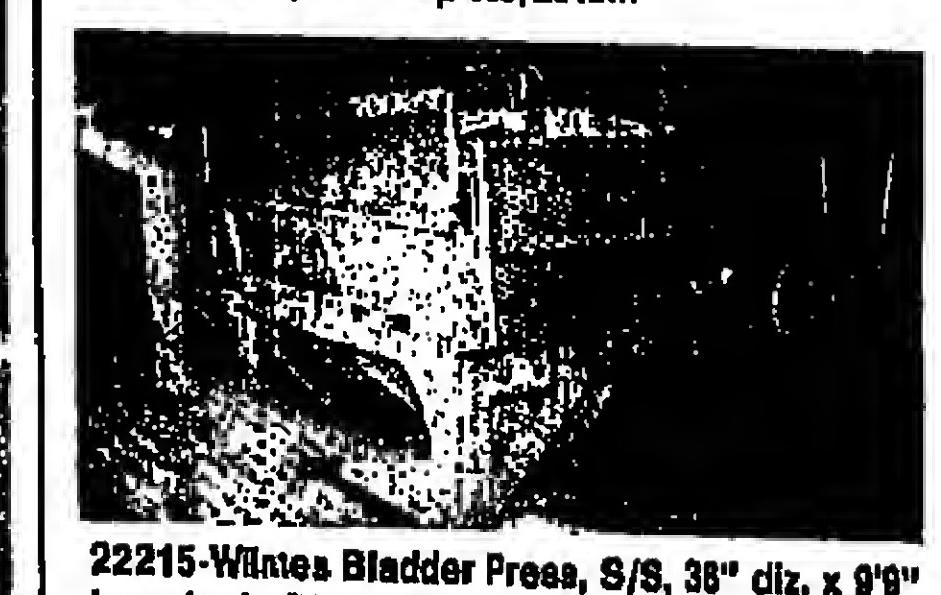
19846-Shiner PBF filter press, 12" x 12" alum. plates, closed delivery, 23 chambers.  
20534-Sperry Filter Press, 30", alum.  
20535-Sperry filter press 30", 354 aluminum plates, 357 sq. 15370-Shiner 32" x 32", polypropylene, 27 plates, ratchet closing.  
15923-Shiner ALP, plate & frame, 18 3/8" x 38", 50 cu. ft. recessed plates.  
20076-Sperry filter press, 36", cast iron plates, closed delv.  
19462-Independent filter press, 42" x 42", polypropylene, 4 eye closed, 34 chambers.  
20550-Sperry filter press, 42" End closer, 41 alum. plates.



22210-Bertrams, S/S 6' dia. x 12' cased heads, half pipe coil jacket 200 psi, 20/13 HP, unิตized.

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22210-Bertrams, S/S 6' dia. x 12' cased heads, half pipe coil jacket 200 psi, 20/13 HP, unิตized.

### TANKS-S/S

21823-Tank, S/S vert., 1200 gal., 8" dia.x8", flat top & bot.

20651-Tank, 8000 gal. agit., 12" dia. x 14" H, flat bottom, open top.

17043-Jet horz. tank, 304SS, 16,000 gal., 12" dia. x 22'9" long, 10 PSI.

21883-Bird Centrifuge, 32x50, 80:1 gearbox.

21893-Enviroengineering scrubber, mod. A33-14000

21895-Tank, 150 gal. vert. coat lar epoxy lined.

21811-Tank, 34000 gal. vert. C/S epoxy coated flat top/bot.

21903-Tank, 50,000 gal. vert. C/S epoxy, flat bot. cont. cap top.

21902-Worthington compressor, mod. 4BB-2, vert. 125 psi. (2)

21878-Sveco filter 60", mod. LS80388, 2.5HP.

21923-Keson filter 60", mod. K6015S, 5.5HP.

21884-Florentine Cyclone mod. FTEC70-T, 304 S/S 12" dia. dish top. (3)

**ATTENTION:  
EAST COAST BUYERS!**  
61,000 gal. Tanks, T304SS, 18"dia.x32'H, flat top & bot. Chemineer Agit., mod 7HTD-20, 20 HP, 27 RPM. (4)

**WE WANT TO BUY YOUR SURPLUS EQUIPMENT,  
AARON PAYS TOP DOLLAR  
\$ CALL TODAY!!**

**SCREENS**  
21203-Sprout Waldron filter, D10, 6 decks.  
21150-Sprout Waldron, D10, 1 HP, 10 decks, 8/3 cont.  
21167-Sprout Waldron, D10, 2 HP, 10 decks, 8/3 cont.

**REACTORS**  
20254-Used Reactor, 600 gal., 304SS dimple jkttd.

10138-Pleudler, 800 gal., T-316L SS, 55 PSi int/150 PSi.

20292-Brighton, 4000 gal., 8" dia. x 10", 316 ELC S/S

20456-Reactor, 4,000 gal., 316SS/8" dia. x 7'9" ft. side.

15475-Brighton, 4000 gal., 316SS, vacuum.

20293-Hoffman Eng. Reactor, 4800 gal., T316 stainless.

22265-Micro dust collector, 285 sq. ft., S/S.

20256-Unused EVO Corp. dust collector, shaker type, mod. MS04C10, 57.5 cu. ft.

20255-Unused EVO Corp. dust collector, shaker type, mod. MS04C10, 57.5 cu. ft.

**GENERAL**  
22244-UNSED Tank, 3,000 gal., 304SS, 12" dia. x 21' H, coil.

22268-Hot Exchanger, 40 sq. ft., 12" dia. x 12' H.

22213-Sweco, 48", single deck, 75" dia.

22214-National, 300 cu. ft., 32" dia. x 36' long.

22215-Wilkes Bladder Press, S/S, 30" dia. x 9'6" long, horiz, 5HP, unitled. (2)

**DUST COLLECTORS**  
21126-Fabri-Jet,jdl. 43B in. vent, 42 cu. ft.

16398-Micro dust collector, S/S, 63 sq. ft. mod. 9-8-100,

21153-EVO, bin vent, 72 sq. ft., S/S, 5 HP.

20253-Unused EVO dust collector, mod. 84BP09SC, 80 cu. ft.

21154-Jet horz. tank, 304SS, 16,000 gal., 12" dia. x 22'9" long, 10 PSI.

21883-Bird Centrifuge, 32x50, 80:1 gearbox.

21893-Enviroengineering scrubber, mod. A33-14000

21895-Tank, 150 gal. vert. coat lar epoxy lined.

21811-Tank, 34000 gal. vert. C/S epoxy coated flat top/bot.

21903-Tank, 50,000 gal. vert. C/S epoxy, flat bot. cont. cap top.

21902-Worthington compressor, mod. 4BB-2, vert. 125 psi. (2)

21878-Sveco filter 60", mod. LS80388, 2.5HP.

21923-Keson filter 60", mod. K6015S, 5.5HP.

21884-Florentine Cyclone mod. FTEC70-T, 304 S/S 12" dia. dish top. (3)

**ATTENTION:  
EAST COAST BUYERS!**  
61,000 gal. Tanks, T304SS, 18"dia.x32'H, flat top & bot. Chemineer Agit., mod 7HTD-20, 20 HP, 27 RPM. (4)

**WE WANT TO BUY YOUR SURPLUS EQUIPMENT,  
AARON PAYS TOP DOLLAR  
\$ CALL TODAY!!**

**SCREENS**  
21203-Sprout Waldron filter, D10, 6 decks.

21150-Sprout Waldron, D10, 1 HP, 10 decks, 8/3 cont.

21167-Sprout Waldron, D10, 2 HP, 10 decks, 8/3 cont.

**REACTORS**  
20254-Used Reactor, 600 gal., 304SS dimple jkttd.

10138-Pleudler, 800 gal., T-316L SS, 55 PSi int/150 PSi.

20292-Brighton, 4000 gal., 8" dia. x 10", 316 ELC S/S

20456-Reactor, 4,000 gal., 316SS/8" dia. x 7'9" ft. side.

15475-Brighton, 4000 gal., 316SS, vacuum.

20293-Hoffman Eng. Reactor, 4800 gal., T316 stainless.

22265-Micro dust collector, 285 sq. ft., S/S.

Pleudler 10,000 gal. reactor T316L, 100 psf int, 180 psi.

Pleudler 15,000 gal. reactor T316L, 100 psf int, 200 psi.

**GENERAL**  
22244-UNSED Tank, 3,000 gal., 304SS, 12" dia. x 21' H, coil.

22268-Hot Exchanger, 40 sq. ft., 12" dia. x 12' H.

22213-Sweco, 48", single deck, 75" dia.

22214-National, 300 cu. ft., 32" dia. x 36' long.

22215-Wilkes Bladder Press, S/S, 30" dia. x 9'6" long, horiz, 5HP, unitled. (2)

**DUST COLLECTORS**  
21126-Fabri-Jet,jdl. 43B in. vent, 42 cu. ft.

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# CMR MARKETPLACE

CHEMICAL MARKETING REPORTER'S CLASSIFIED ADVERTISING SECTION

**COPY DEADLINE:** Wednesday Noon preceding date of publication.

**RATES/Classified Ads:** \$57.75 for 36 words or less; \$9.75 for each additional six words or fraction. No display. First two words printed in bold face type.

**Non-display advertisements payable in advance, except for contract customers (not subject to agency commission).**

**REPLIES:** Send replies to classified ads with box numbers to CHEMICAL MARKETING REPORTER, 100 Church St., New York, NY 10007-2894.

**INFORMATION:** For further classified advertising information, call 212/732-9820.

## CHEMICALS OFFERED

Calcium Hypochlorite, 65%, granular. No EPA Registration Number, must be used industrially. Glycerine, Salts, waxes with contacts or end user inquiries welcome. All Chem Industries, 4001 Newberry Rd. E-3, Gainesville, FLA 32607. (904) 378-6998/(800) 523-0451.

Glycerine natural USP 99.5 — new drums — low low prices regular supply — available from New Jersey/Harbor/Houston/West Coast warehouses. Inquire now. Write C.M.R., P.O. Box 1000-2894.

Electronic Grade: Sulfuric Acid, Nitric Acid, Hydrochloric Acid, Hydrogen Peroxide, Methanol, Acetone. Standard Packaging. Call 213-675-4424 or 213-538-2117.

## CHEMICALS WANTED

Active Buyer of surplus chemicals, pigments, dyes, resins, waxes, plastics etc. Call toll free 1-800-531-3337 or 617-829-6738. Dear Polymer Corp. Chemicals Div. 17 Industrial Drive, Holden, MA 01520.

All Surplus — Chemicals — Re却ns — Oils — Colors Solvents — Plastics — Specialties — Intermediates bought by Rembach Chemical Co., Inc. 92 Jersey Street, P.O. Box 5167, Newark, NJ 07105. Phone: (201) 659-3774.

Cash for your surplus chemicals, resins, colors, pharmaceuticals, dyes, other raw materials, by products, wastes, residues and off-spec materials. Morgan Chemicals Inc., 5500 Main Street, Williamsburg, NY 10421 (718) 632-4000; Telex 919133.

Realize Top Value from the sale of your surplus Chemicals. We buy surplus Chemicals, Plastics, Resins, Waxes, etc. Bonmar Chemical Co., P.O. Box 494, Fair Lawn, NJ 07410. Phone: (201) 791-2448; Telex: 13-0434.

Resyn Corp. will buy your surplus chemicals, resins and resin raw materials — prime or off-spec materials. Resyn Corp. P.O. Box 83, 1540 W. Blawie St., Linden, NJ 07238. (201) 682-8787.

We Buy Surplus chemicals, colors, resins, solvents, plasticizers by-products, etc. Over 50 years of service to industry. Eastern Color & Chemical Co. 85 Roosevelt Ave., Dept. P.O. Box 1029, Valley Stream, N.Y. 11582. (516) 791-4445.

Your Surplus is our inventory. We buy all chemicals, pigments, resins, solvents, plasticizers and pharmaceuticals. Prompt inspection and cash issued on the spot offering. Pyramid Chemical Sales Co., 1038 Virginia Drive, Port Washington, PA 19034. (215) 542-8292.

## EQUIPMENT OFFERED

Plant Plant for sale — Westfield KA 25 as centrifuge, JH Day 54 ft. jacketed rubber blower, Alstete, (Enclosed) 15 x 21 graturator, Derrick 3 screen dewatering vibratory, pump, ss screw conveyor, tanks, plus other process equipment. Loc. Mass (617) 682-6407.

Process Equipment for sale. Baker-Perkins Ter-Mee centrifuge 318gs, 5 ft./hour capacity with hydraulic push for unloading. Aromatic fluid bed dryer 6500 lbs./hr. 1000 kg/hour capacity. Baltimore filter press 125 ton capacity. All equipment is in excellent working condition. Equipment is being sold below used equipment cost. Call 816-787-2038.

## EQUIPMENT WANTED

Pilot plant sized glass-lined reactors in the range of 20-50 gallons. Call or write Dave McAuley at Specialty Organics, Inc., 5263 N. Fourth St., Irwindale, CA 91706. (619) 982-2008.

## POSITIONS OFFERED

Chemical Sales Exp'd salesperson required by long est'd chemical marketing company. Applicants should have good background in organic chemistry. 5-10 years sales experience in specialty chemical field. Headquarters in NJ. territory coverage: mid-Atlantic U.S. Developing new product lines. Please send resume only to: Donald Metcalf, Sr. V.P. Industrial Chemicals, Pakex Chemical Company, 2125 Center Ave., Ft. Lee, NJ 07024.

## SERVICES OFFERED

Custom Distillation services. Inland Vacuum Industries, Inc. has Viped film evaporators capable of running distillations at 0.05mm to temperatures of 400°C. We welcome inquiries on this service 1-800-952-8099.

Custom solids packaging and distribution in the port of Mobile. Multi-wall bags, bulk bags, drums and bulk Screening, repackaging and warehousing. Rail and truck facilities. Contact: Philip Hahn, SEAPAC, Bldg. 14A, Brookley Complex, Mobile, AL 36615. 205/433-5541.

llc's agenda," said Sharon Newsome, director of legislative affairs for the National Wildlife Federation. "Now all Americans will have to work for cleaner water."

President Reagan, who reported "remarkable progress in the massive national cleanup effort," said the bill's \$18 billion price tag would increase outlays by as much as \$10 billion over the projections of his 1987 budget.

In working with Congress next year, the President said he would support several programmatic changes made by the bill, including expanded Federal enforcement authorities and an easing of the regulatory and financial burden on cities in dealing with stormwater discharges.

## Dow's Orefice

Continued from Page 5

grades rather than commodities. It was noted at the meeting that a 3-cent-per-pound advance in polystyrene prices on October 1 is holding, and that a further advance of 2 cents has been posted for the first of December.

The 60-year-old Dow CEO noted that under company by-laws he will be retiring as president and CEO toward the end of next year, and that the board has asked him to stay on as chairman, without an operating title.

Mr. Orefice said that his successor would be one of the executives on the podium with him. These include Henry Henry and Robert Kell, executive vice-presidents; Frank Popoff, executive vice-president; and Joseph Trickey, senior vice-president.

Mr. Kell, who has financial and planning responsibilities, said that there was no immediate need for new basic chemical facilities, despite the high operating rates. Incremental expansion of existing plants would take care of foreseeable needs. However, another grassroots plant would be built "within the next five years," he said.

Mr. Henry reported that supplies of caustic soda are finally coming into balance, and that prices are edging up. He said that Dow's overall research and development budget is running at \$800 million "to keep the company on the leading edge of process technology."

Mr. Popoff said that Dow's operations in Japan are prospering. Two years ago, Asahi-Dow, a basic chemical joint venture, was dissolved and Dow has since replaced it with other-owned operations.

Undersea exploration is just one of the uses for Grace's "Ecofoam" product, which will be used by the entire fleet of submersibles being developed by the Woods Hole Oceanographic Institution in Massachusetts.

Grace's Emerson & Cuming unit in Clinton, Massachusetts, has been manufacturing and marketing offshore buoyancy systems since 1968 and is the world leader in that material.

One indication of tightening supplies of basic chemical, he said, is the withdrawal of competitors from certain foreign markets. Dow has been picking up the market share that capacity-tight producers have abandoned, he said.

Mr. Orefice noted that the Texize operation has become a \$550 million business, led by the Texize operation.

Sources say the President was urged to veto the bill by OMB Director James Miller, White House chief of staff Donald Regan and members of the White House domestic policy staff.

Their advice was based on the amounts that would have been appropriated for sewage treatment plants and the continuation of the Federal grant program beyond 1990.

But the President also noted the bill authorizes some new programs for \$800 million "that my administration has strongly opposed." Among them, he said, is "reinstatement of a Federal assistance program to pay for local plans to control diffuse sources of pollution."

"I must emphasize that my action will have no impact on the conduct of water pollution-control programs" already in place, President Reagan added.

"It is astounding that the President would veto legislation that is at the top of the pub-

lic's agenda," said Sharon Newsome, director of legislative affairs for the National Wildlife Federation. "Now all Americans will have to work for cleaner water."

According to Mr. Orefice, polystyrene, Dow-Corning Corporation (jointly owned with Corning Glass Works) and blind world markets have been consistent only indicators of the state of the world economy. All three of these indicators are improving.

In working with Congress next year, the President said he would support several programmatic changes made by the bill, including expanded Federal enforcement authorities and an easing of the regulatory and financial burden on cities in dealing with stormwater discharges.

## Grace Aids Titanic Search

Continued from Page 35

POLYFLUOROFLUOROLETHENE Ashmont USA 100 dms (1280 lbs) (Ever Super) Leghorn, 10/8.

POLYFLUOROFLUOROLETHENE Monelton 2000 dms (11329 lbs) (Ever Super) Leghorn, 10/8.

POLYFLUOROFLUOROLETHENE Sumitomo of America 1600 bgs (15753 lbs) (Verazano Bridge) Kobe, 10/13.

POLYFLUOROFLUORURETAN 1 Ink (38977 lbs) (Clarence) Bremerhaven, 10/14.

POLYFLUOROFLUORURETAN PVA Perry Chemical 770 bgs (8500 lbs) (Ever Linking) Keeling, 10/8.

POLYBIS(2-BROMOETHANE) American Chrome & Chemicals 400 bgs (4500 lbs) (Nurnberg Express) Greencore, 10/8.

POLYCHLOROCHLOROBROMIDE Arlef Chemical 160 dms (47267 lbs) (American) Barcelona, 10/14.

POLYCHLOROCHLOROBROMIDE Arlef Chemical 160 dms (46984 lbs) (Nurnberg Express) Greencore, 10/8.

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POLYCHLOROCHLOROBROM

# CHEMICAL PROFILE ETHANOLAMINES

November 10, 1986

## SUPPLY

PRODUCER	CAPACITY*
Dow, Plaquemine, La.	150
ICL, Bayport, Tex.	40
Texaco, Port Neches, Tex.	240
Union Carbide, Seadrift, Tex.	250
Total.	680

\*Millions of pounds per year of mono-, di-, and triethanolamines. Production is split almost evenly among the three. Dow's Midland, Mich. plant, rated at 25-million pounds per year, currently produces isopropanolamines. Olin placed its 40-million pound Brandenburg, Ky. facility on stand-by last July, but continues to market material. Profile last published 11/21/83; this revision 11/10/86.

## DEMAND

1985: 540 million pounds; 1986: 525 million pounds; 1990: 580 million pounds (includes exports).

## GROWTH

Historical (1976-1985): 7.1 percent per year; future: 2.5 percent per year through 1990.

## PRICE

Historical (1952-1986): High, 52½c. per pound (MEA); 53½c. per pound (DEA) 54½c. per pound (TEA-85 percent), tanks, frt. alld.; low, 13c. per pound (MEA); 12½c. per pound (DEA); 16c. per pound (TEA-85 percent), same basis. Current: 33c. per pound (MEA); 34c. per pound (DEA); 35c. per pound (TEA-85 percent), same basis.

## USES

Domestic, 65 percent (detergents, including textiles, personal care products, and other surfactants, 35 percent; natural gas conditioning and petroleum use, 30 percent; metal working, 12 percent; textiles, 12 percent; other, including agricultural intermediate and cement grinding aids, 11 percent); exports, 35 percent.

## STRENGTH

Exports have been posting large, steady growth for the past several years. This year's surge from 170 million pounds to a projected 183 million pounds can be partly attributed to the weaker dollar, and increased demand from Europe. Domestic surfactant applications, particularly in liquid laundry detergents, and personal care products are performing well.

## WEAKNESS

The depressed oil and gas industry has caused a very large cutback in ethanolamine sales for treating sour gas. Not only is volume down, but gas producers are concentrating production on more economical sweet gas, thereby doubly reducing ethanolamine demand. Prices, dragged down by tumbling ethylene values, have fallen 4c. per pound since January 1, 1986. The metal-working business has been hurt by widespread industry rationalizations, and textiles have been battered by imports.

## OUTLOOK

The surfactants business is projected to grow well above the GNP through the decade, but there's no telling when the natural gas business will rebound. Olin's idling of its Brandenburg plant has improved the domestic supply-demand balance, and Carbide has been, and will continue, to increase its internal demand for monoethanolamines for the production of ethyleneamines.

# BOOKSHELF III

## When Markets Shake

This book\* explores a problem facing today's top managers — how to manage effectively when traditional ground rules crumble and fall. The author, a Harvard Business School professor who for more than twenty years has researched managerial responses to changing strategic and economic forces, takes the petrochemical industry as his model and deals with that industry worldwide.

Concentrating on the relationship of major corporations with their governments, the book correlates management responses to the changing economic climate and the effect of national policy and regulations on its decisions.

The volume begins with an overview of the petrochemical industry of the 1980s as it plunged into an economic crevasse of excess capacity and severe losses (with no expected decline in competition). Common developments and patterns are drawn from industrialized countries, highlighting similarities which transcend national boundaries.

Utilizing these elements, managerial strategies are extracted which it is felt have been used successfully in dealing not only with a changing marketplace, but also with the restrictions of the political environment.

Following this overview, the author puts his findings into a three-phase restructuring agenda for top management. It includes: preparation — the need for a cogent strategy plan for both short- and long-term changes; concentration — optimizing a company's opportunities through mergers, swaps, takeovers and acquisitions; and rationalization — the often painful process of modifying existing structures in order to carry out the agenda.

To aid managers in their planning, he also stresses the need for reforms in public policy toward industry, particularly in regard to cooperative actions.

The petrochemical industry is not a unique case, but foreshadows what could be in store for many global industries. If managers can learn from their petrochemical counterparts, they can prepare themselves for that time when their own markets shake.

\*WHEN MARKETS QUAKE. By Joseph L. Bower. Cloth, 6 1/2 X 9 1/2 inches. 256 pages. Harvard Business School Press, Harvard Business School, Boston, Mass. \$21.95.

## Hazardous Waste

This guide\* to the Resource Conservation & Recovery Act emphasizes both current and the future impact of the 1984 amendments to the act, which greatly expand and strengthen the national regulatory program.

The book covers the full scope of RCRA, describing and analyzing the control of hazardous waste generation, management, treatment, storage, transportation and disposal.

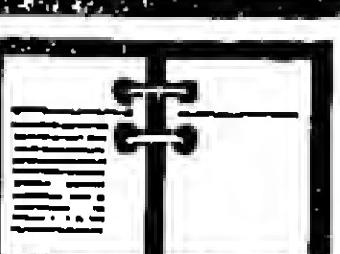
The authors present information on a wide variety of regulatory issues, providing answers to a number of important questions. What is hazardous waste, and which wastes are hazardous? How will the regulations affect small-quantity generators, a group previously exempt from controls? Which wastes are restricted from land disposal? Who is involved in the permitting process for generators, transporters, treatment, storage and disposal facilities? What are the requirements for environmental monitoring and cleanup?

The book examines a wide range of topics from the history of the program to requirements for leaking underground storage tanks, from understanding the nature and distinctions between waste management, waste recycling and production activities to the relationship between state and Federal RCRA programs.

Full discussions are devoted to such topics as qualifying for interim status subject to the new requirements; public participation in the permitting process; RCRA regulations for insurance, financial responsibility, and contingency plans; and the waste subject to RCRA in the near future.

\*HAZARDOUS WASTE REGULATION — THE NEW ERA: AN ANALYSIS AND GUIDE TO THE 1984 AMENDMENTS. By Richard C. Fortuna and David J. Lennett. Cloth, 6 X 9 1/2 inches. McGraw-Hill Book Company, 1221 Avenue of the Americas, New York, N.Y. 10020. \$59.50.

# MEETINGS CALENDAR



November 10, 1986

## THIS WEEK

AMERICAN PETROLEUM INSTITUTE, annual meeting, Houston, Tex. Hyatt Regency, November 9-11.

DRY COLOR MANUFACTURERS ASSOCIATION, technical seminar, requirements under the Toxic Substances Control Act, Hilton Gateway Hotel, Gateway Center Newark, N.J., November 12.

FRAGRANCE MATERIALS ASSOCIATION OF THE UNITED STATES, 10th international congress of essential oils, fragrances and flavors, Omni Shoreham Hotel, Washington, D.C., November 16-20.

K-88, 10th international trade fair for plastics and rubber, Dusseldorf, West Germany, November 6-13.

## THIS MONTH

FERTILIZER ROUND TABLE, Sheraton Inner Harbor Hotel, Baltimore, Md., November 17-19.

54 CHEMICAL MARKETING REPORTER

NATIONAL ASSOCIATION OF CHEMICAL DISTRIBUTORS, 15th annual meeting, Ritz-Carlton-Naples Hotel, Naples, Fla., December 2-6.

SALES ASSOCIATION OF THE CHEMICAL INDUSTRY, annual Christmas party, New York Hilton Hotel, New York, December 18; education committee, seminar, "The Psychology of Selling," Treadway Inn, Saddle Brook, N.J., December 18.

## LATER ON

AMERICAN INSTITUTE OF CHEMICAL ENGINEERS, center for chemical process safety, international conference on chemical safety issues, Omni Shoreham Hotel, Washington, D.C., February 3-5.

CHEMICAL MARKETING RESEARCH ASSOCIATION, Houston Meeting: "The US Chemical Industry-Responding to Change," North Galleria Hotel, Houston, Tex., February 4-5, 1987.

CHLORINE INSTITUTE, winter meeting, Mayflower Hotel, Washington, D.C., March 15-19.

54 CHEMICAL MARKETING REPORTER

# JOB & PEOPLE

## Air Products Names Manager and Director

Air Products & Chemicals, Inc., has appointed Edward M. Hare manager of market research in its Chemical Group and Dr. John B. Pfeiffer director of research and development in the technical diversification department.

Mr. Hare will have responsibility for directing market studies and business analyses and will take a principal role in the chemicals group's diversification efforts.

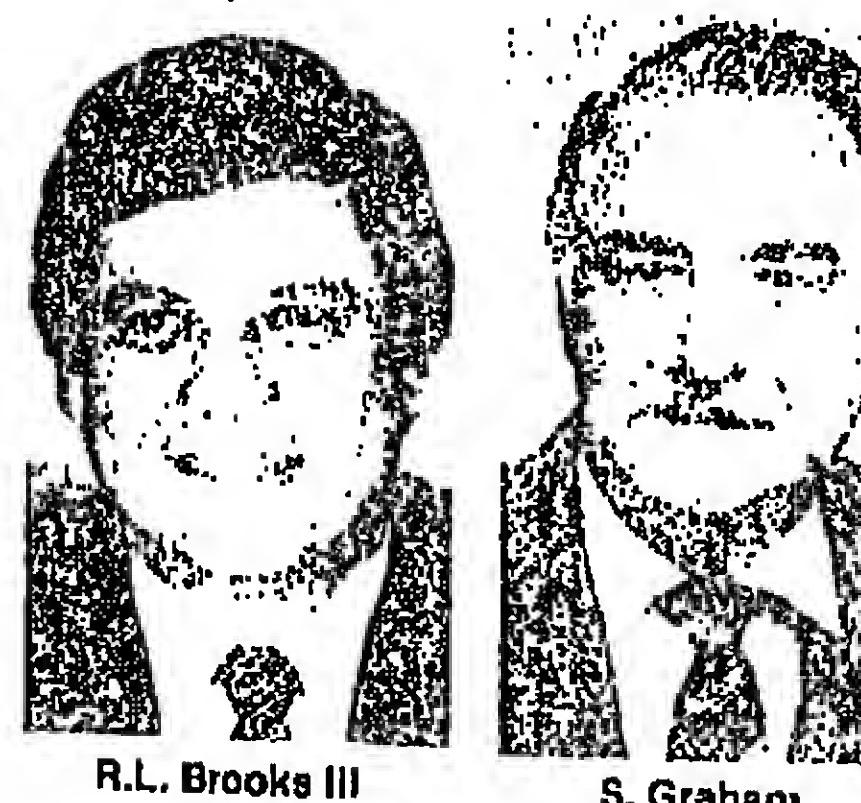
Dr. Pfeiffer assumes responsibility for all research and development efforts within the technical diversification department. He has been with Air Products since 1976.

## Nat'l Starch Appoints Manager, Supervisor

National Starch and Chemical Corporation has named Robert L. Brooks III regional sales manager in the Industrial Starch Division and Stephen Graham account supervisor in the Adhesives Division.

Mr. Brooks will have responsibility for the South and West Coast regions. He will remain at the company's Atlanta, Ga. regional office.

Mr. Graham's territory with the Adhesives Division will include metropolitan New York and the New England states. He joined the company in 1980.



R.L. Brooks III



S. Graham

search and development department at Horizon Chemical, a division of A.E. Staley Mfg. Co.

ROBERT T. SMITH has been named direc-

tor of marketing for FMC Corporation's Phosphorous Chemicals Division... A. RICHARD KOETZLE has been appointed vice-president of sales and marketing at Chemical Resources, Ltd... DR. HAGEN B. SCHULTE has been elected president of Baymax Plant, Alberta, Canada.

CRAIG A. ROSENOW has been named manager of engineering in Unocal Corporation's petrochemical group, KENNETH S. WILDER has been named plant manager for the petrochemical group's Conshohocken, Pa. distribution center, DARYI. W. DIERECWICHTER has been named supervisor of

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